TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER OFF THAN YEAR AGO:													
Income is higher	25%	32%	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%
WORSE OFF THAN YEAR AGO:													
Income is lower	17	18	21	20	22	23	17	18	23	20	24	21	25
Higher prices	36	33	29	33	30	29	27	27	29	27	27	23	26

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

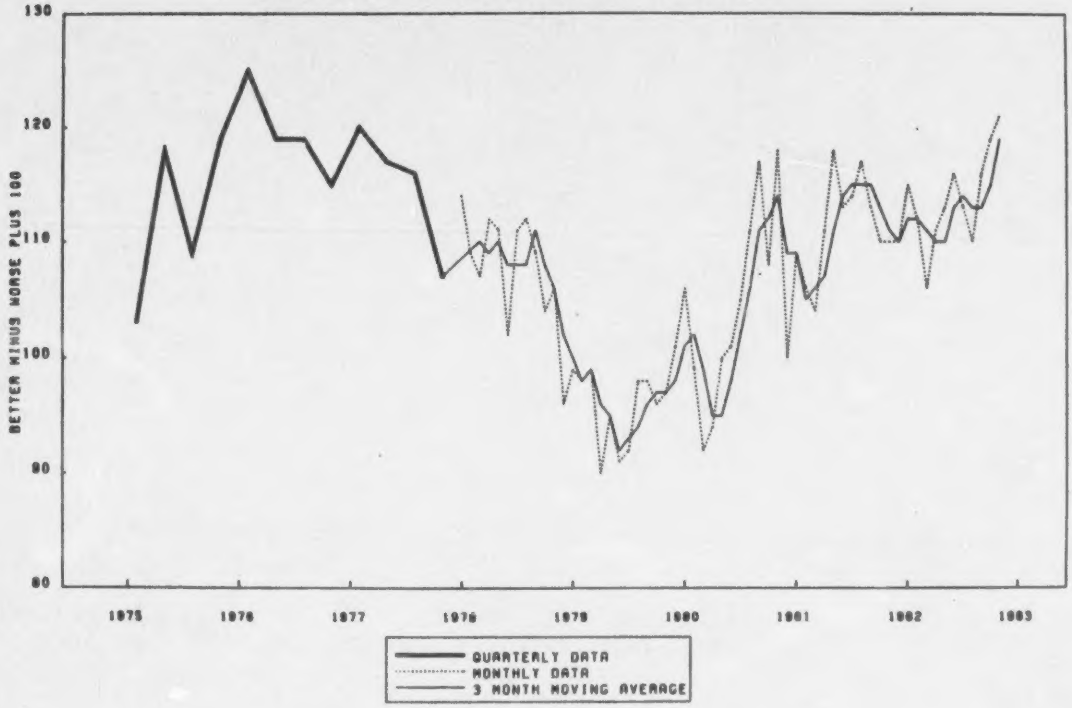


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

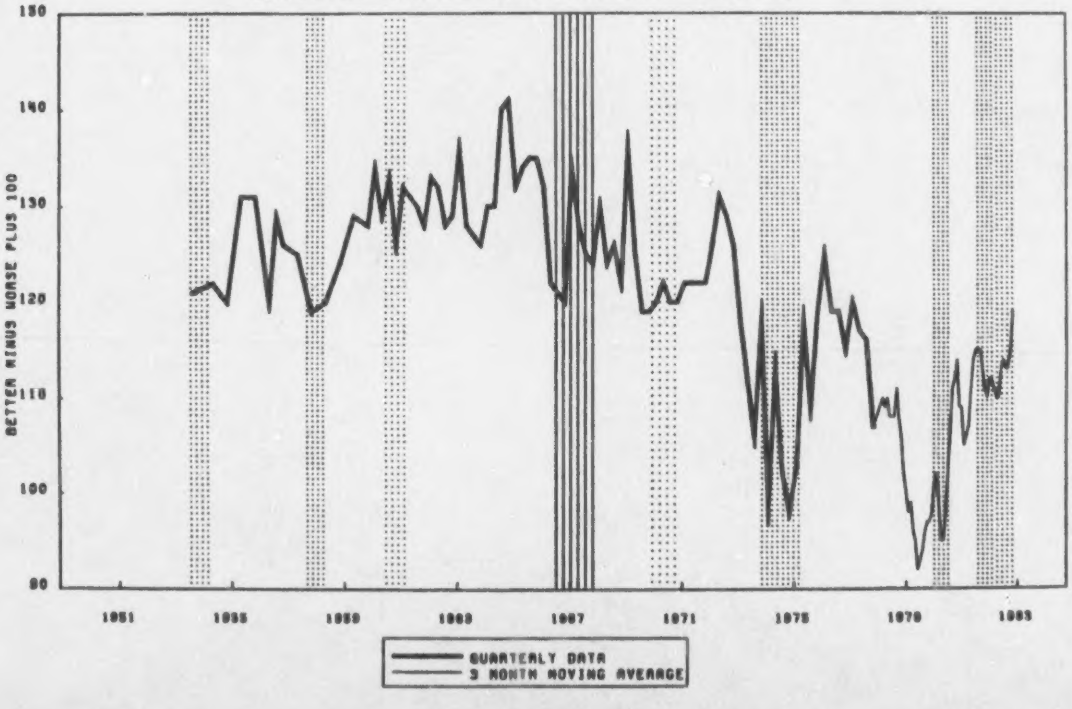


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER OFF	30%	30%	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%
SAME	46	48	46	47	48	45	49	45	49	46	48	45	43
WORSE OFF	20	20	18	18	21	20	17	18	17	20	17	16	16
DK,NA	4	2	3	5	4	4	4	3	4	4	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

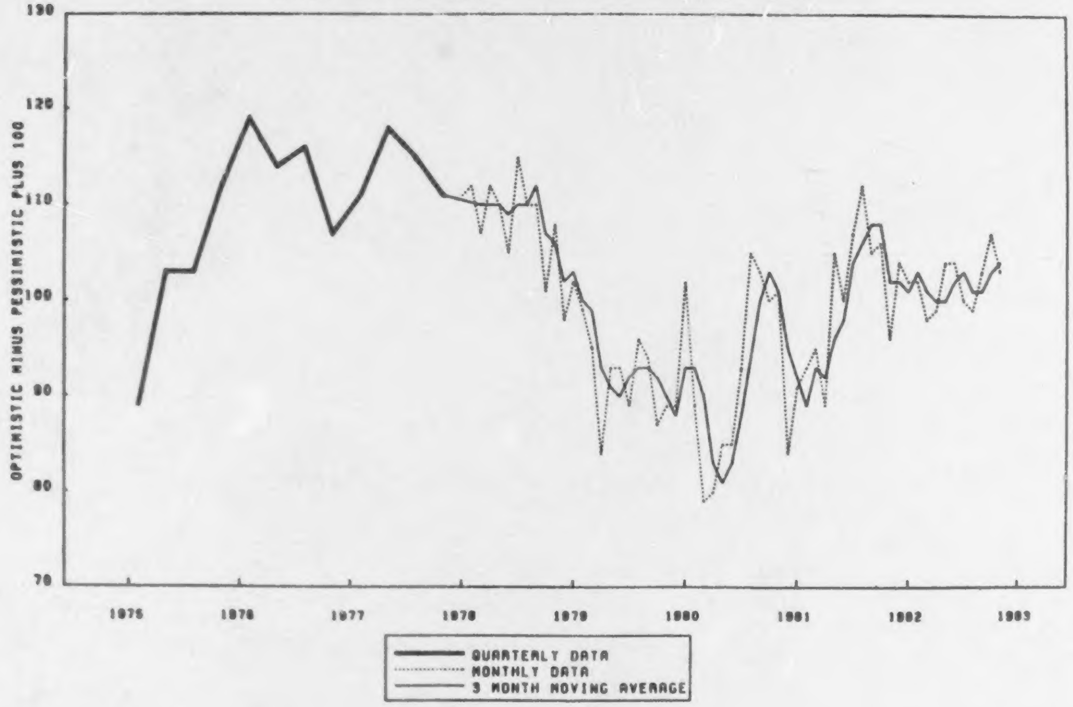


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

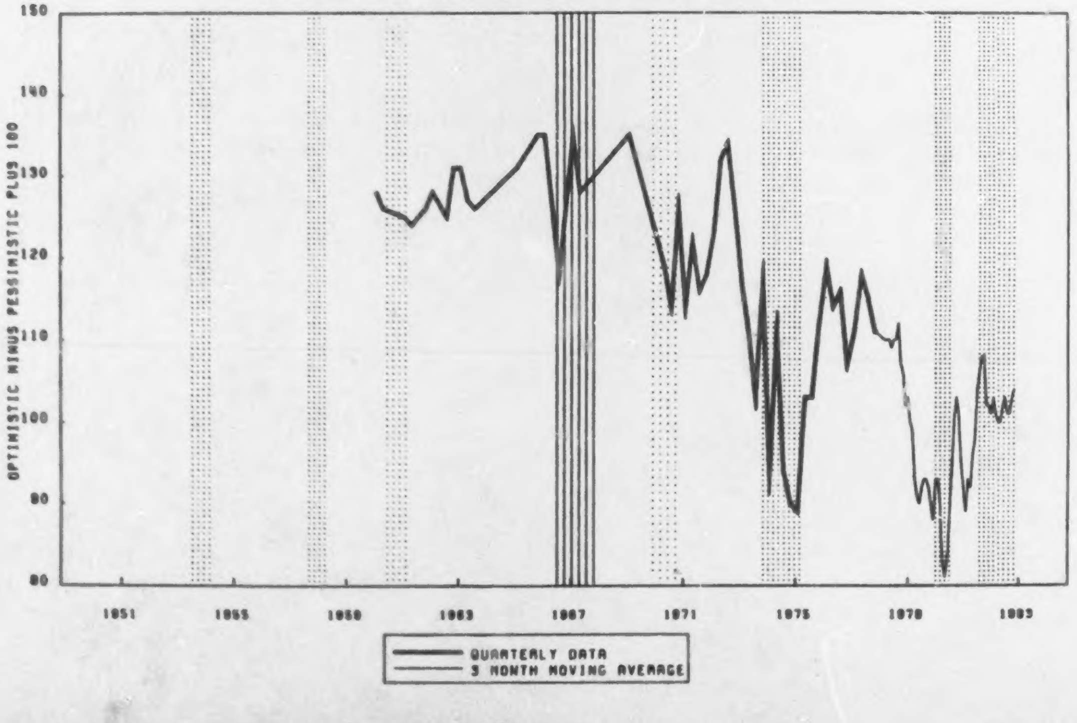


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	13%	13%	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%
Intermittent increase (b)	19	25	21	19	22	20	23	22	19	18	21	20	19
Remain unchanged (c)	14	14	15	18	14	17	17	16	17	18	16	14	12
Intermittent decline (d)	23	22	23	20	22	21	22	23	23	21	22	21	22
Continuous decline (e)	13	12	11	12	13	12	11	9	11	13	11	10	10
Mixed change (f)	14	11	12	11	14	14	9	13	11	11	12	12	18
DK,NA	4	3	3	5	4	4	4	3	4	4	3	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

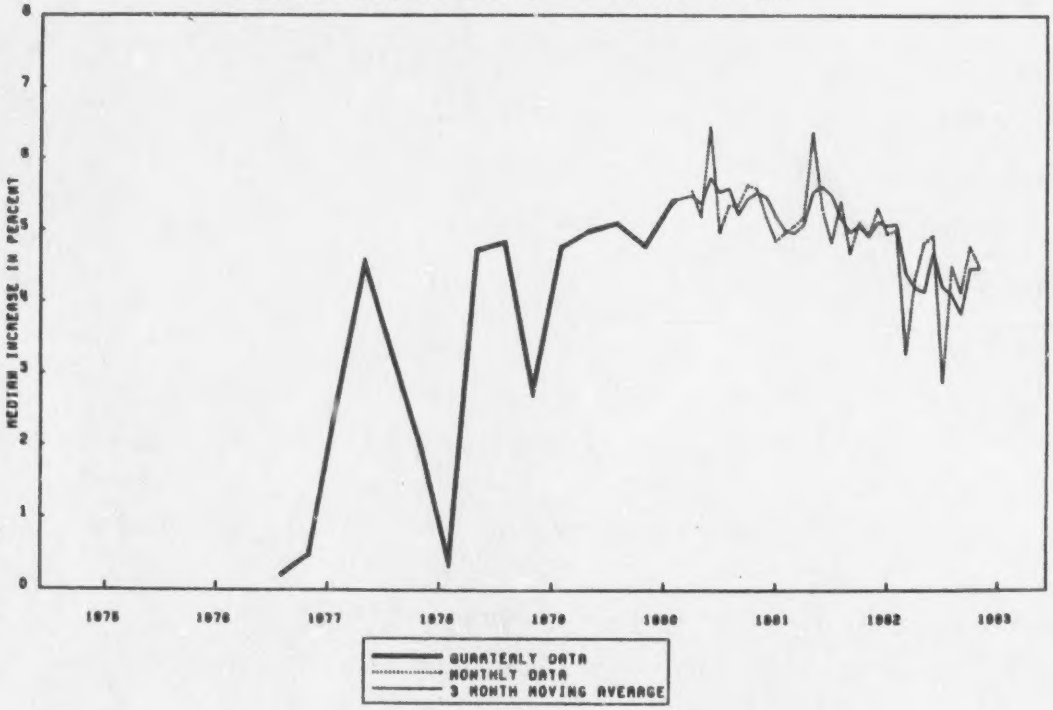


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
EXPECT INCREASE:													
1-4%	5%	5%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%
5%	9	9	10	9	8	10	9	11	8	7	9	9	9
6-9%	8	10	11	12	9	8	11	13	10	12	9	11	7
10-24%	23	24	22	22	19	19	20	20	17	18	21	18	19
25% or more	8	8	7	6	7	7	8	7	6	7	7	8	9
DK how much up	4	6	4	6	6	6	7	4	6	6	4	7	6
EXPECT SAME	25	21	23	25	25	24	24	21	27	24	30	23	27
EXPECT DOWN	15	15	14	13	18	18	15	17	16	15	13	14	14
DK,NA	3	2	2	2	3	1	1	1	1	3	1	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

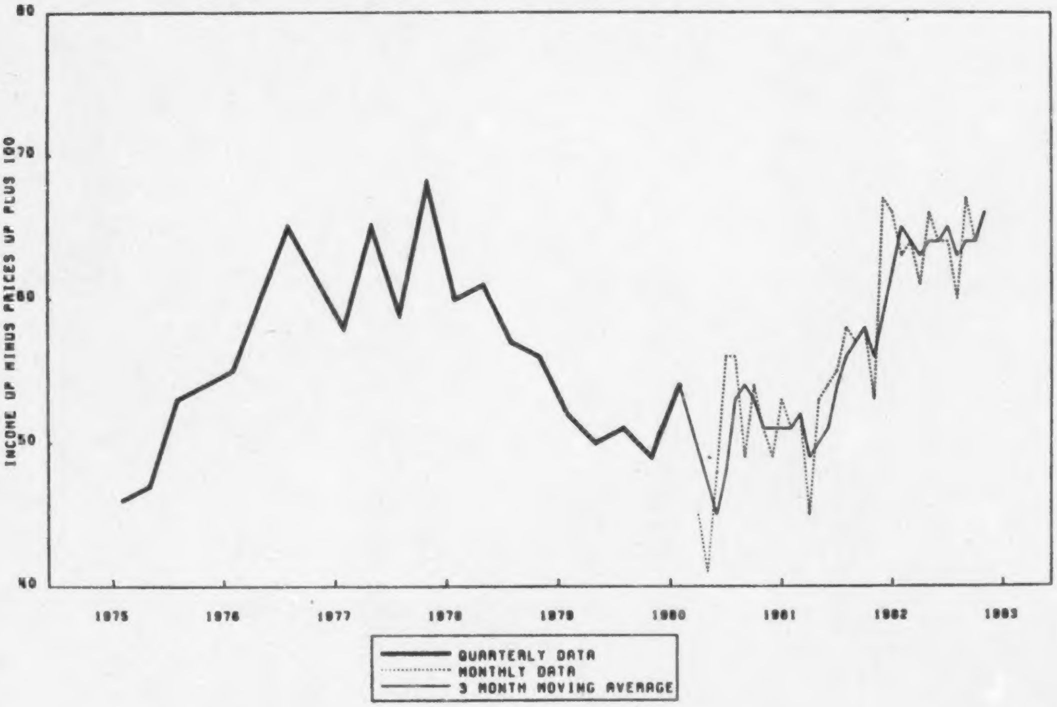


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
INCOME UP MORE	12%	17%	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%
INCOME UP SAME	27	32	30	30	31	32	29	31	29	30	32	27	33
PRICES UP MORE	59	50	51	53	52	53	52	52	53	54	50	54	50
DK,NA	2	1	2	1	1	1	1	1	1	2	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

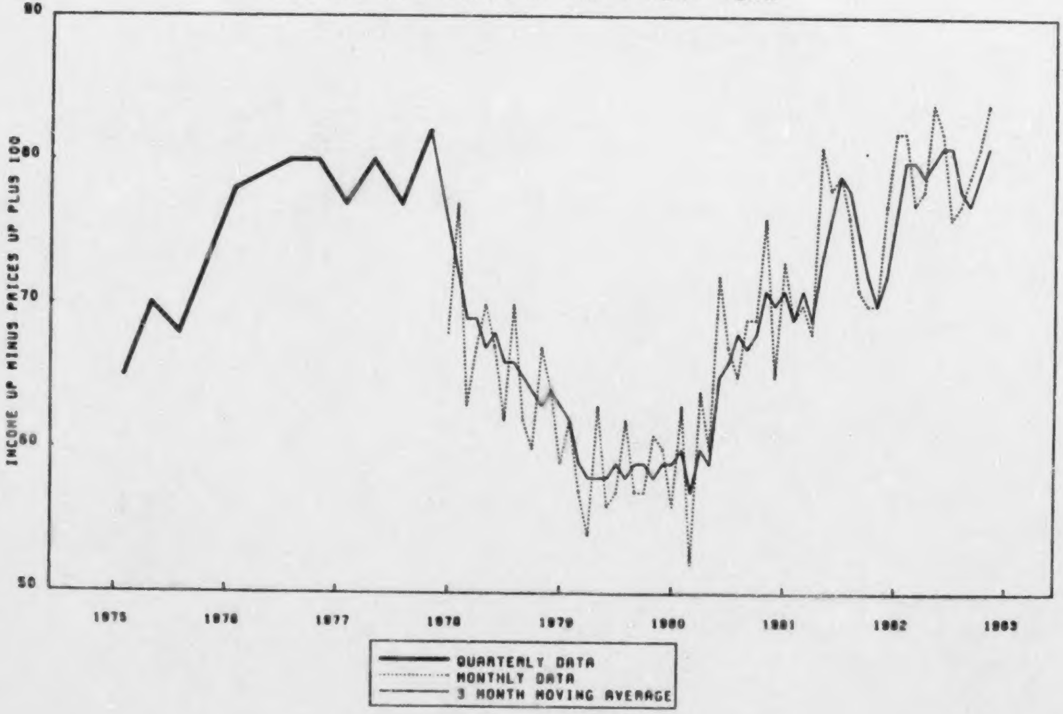


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
INCOME UP MORE	13%	17%	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%
INCOME UP SAME	41	41	45	40	41	42	43	43	41	40	37	42	42
PRICES UP MORE	43	40	35	38	39	39	35	36	40	40	41	37	35
DK,NA	3	2	3	2	4	2	3	3	3	3	2	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES

TREND IN INCOME AND PRICE COMPARISON

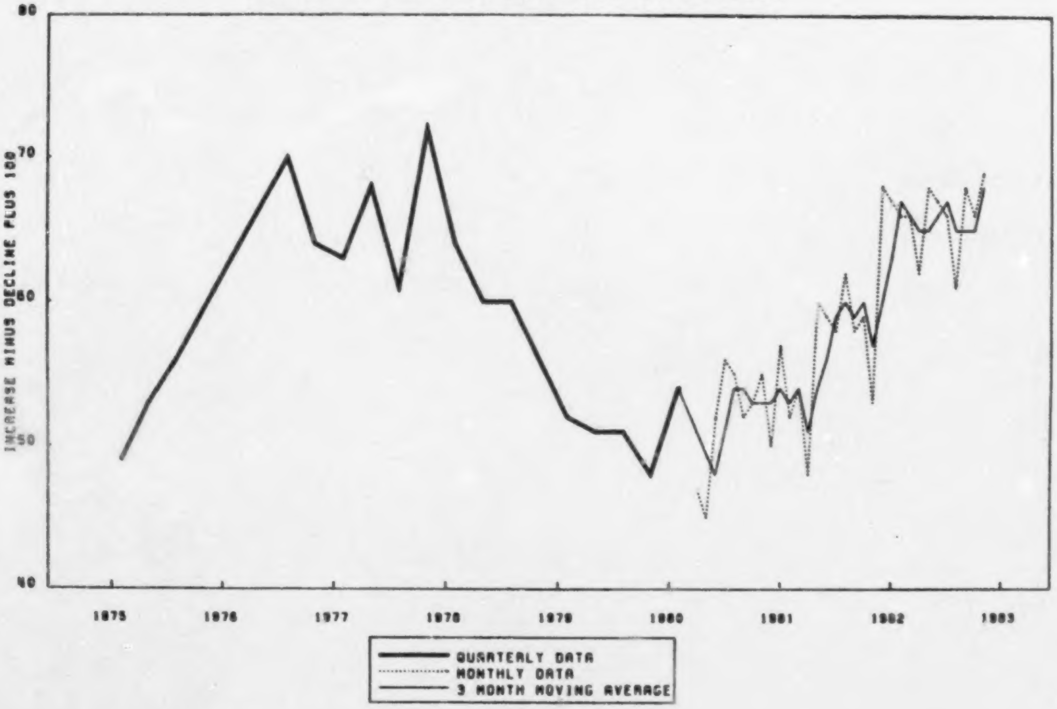


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
REAL INCOME PROGRESS:													
Continuous increase (a)	5%	8%	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%
Intermittent increase (b)	8	12	11	9	10	9	8	11	11	8	12	10	10
Remain unchanged (c)	17	19	19	20	20	19	20	19	19	19	18	17	19
Intermittent decline (d)	26	22	25	22	21	25	24	24	21	23	21	23	25
Continuous decline (e)	34	30	28	30	30	30	26	28	32	32	32	30	25
Mixed change (f)	6	6	5	8	8	6	9	7	5	6	5	8	7
DK,NA	4	3	3	2	4	3	3	3	4	4	3	3	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

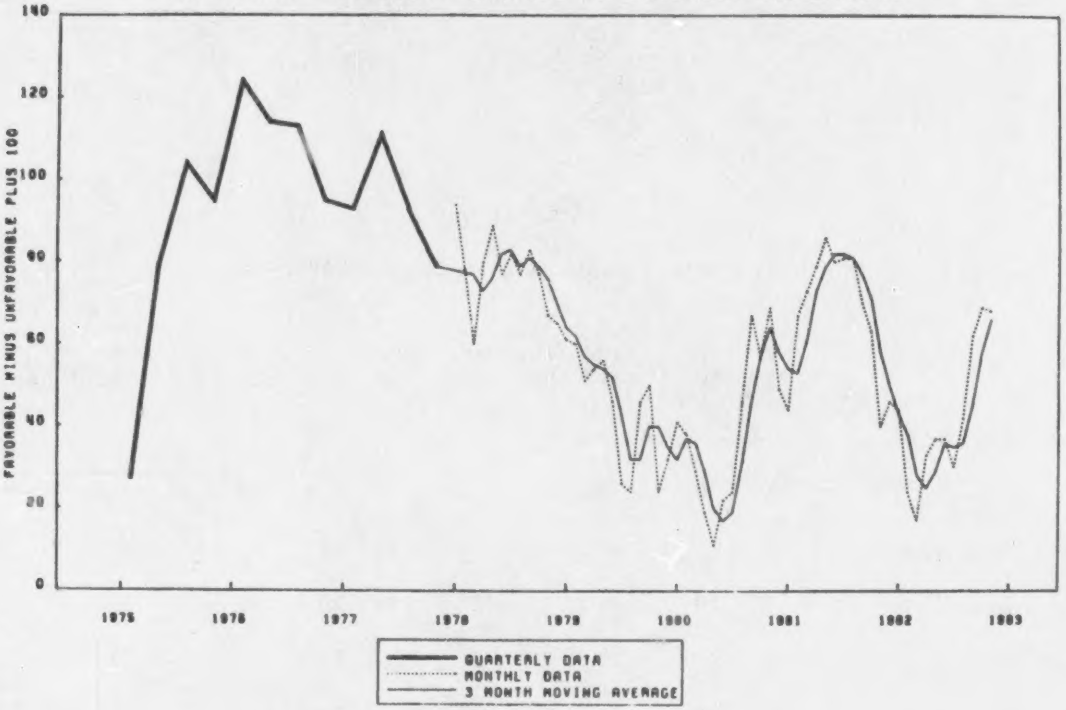


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

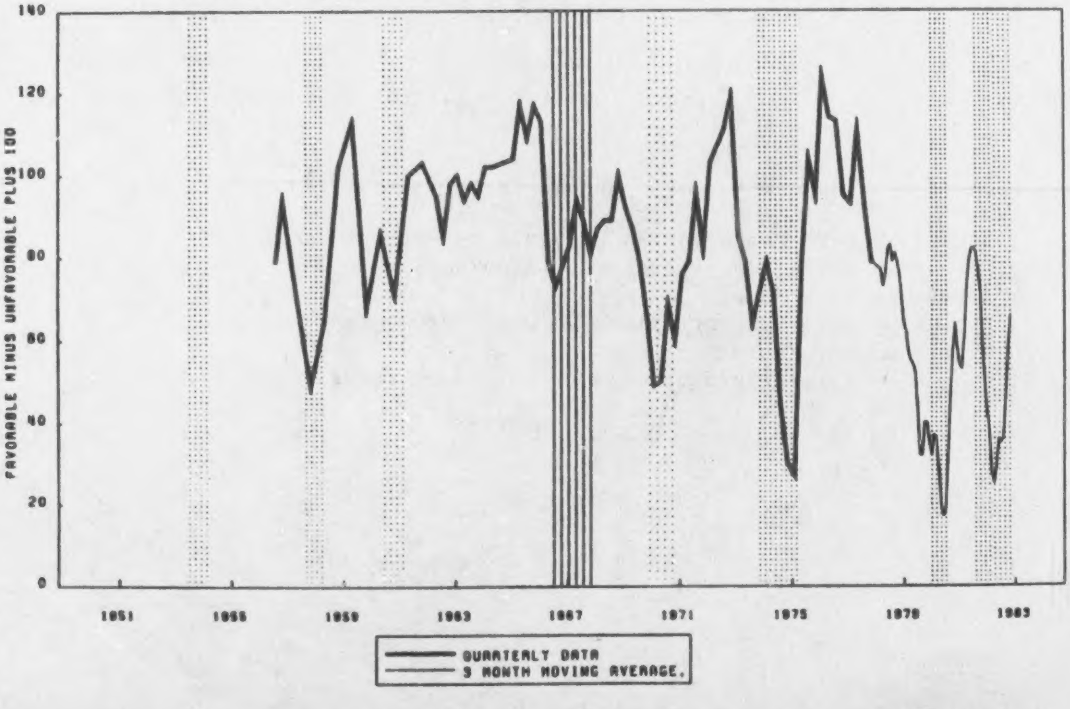


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE NEWS	14%	23%	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%
UNFAVORABLE NEWS	74	77	79	96	101	90	86	87	90	86	78	70	72
NO MENTIONS	43	37	33	29	26	29	31	31	31	26	26	29	29

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

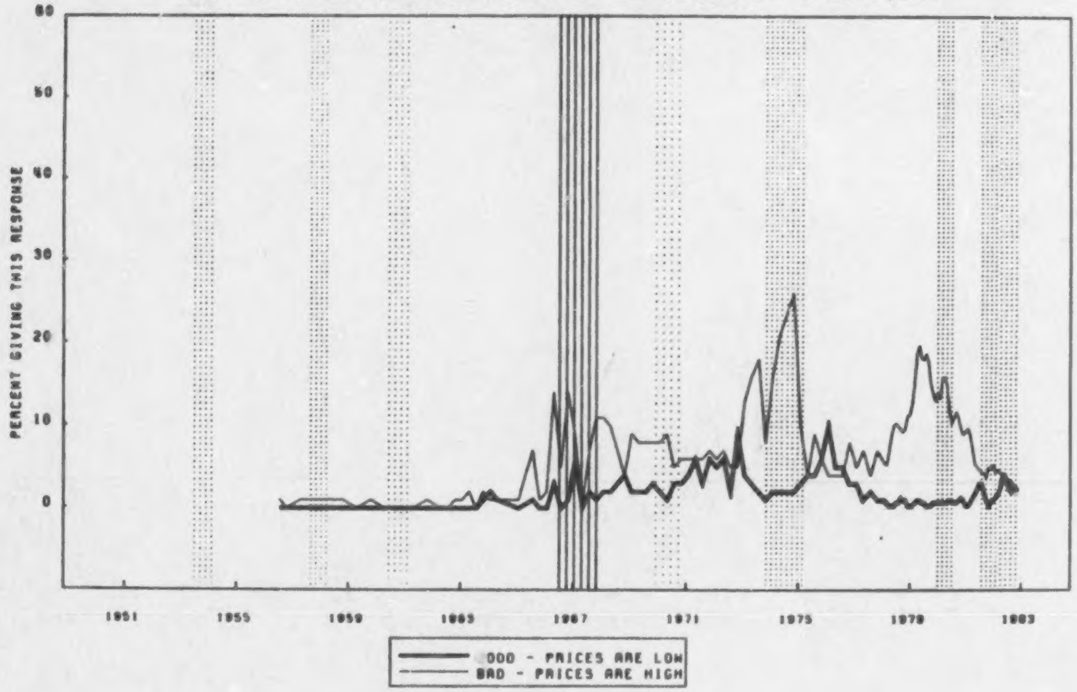


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

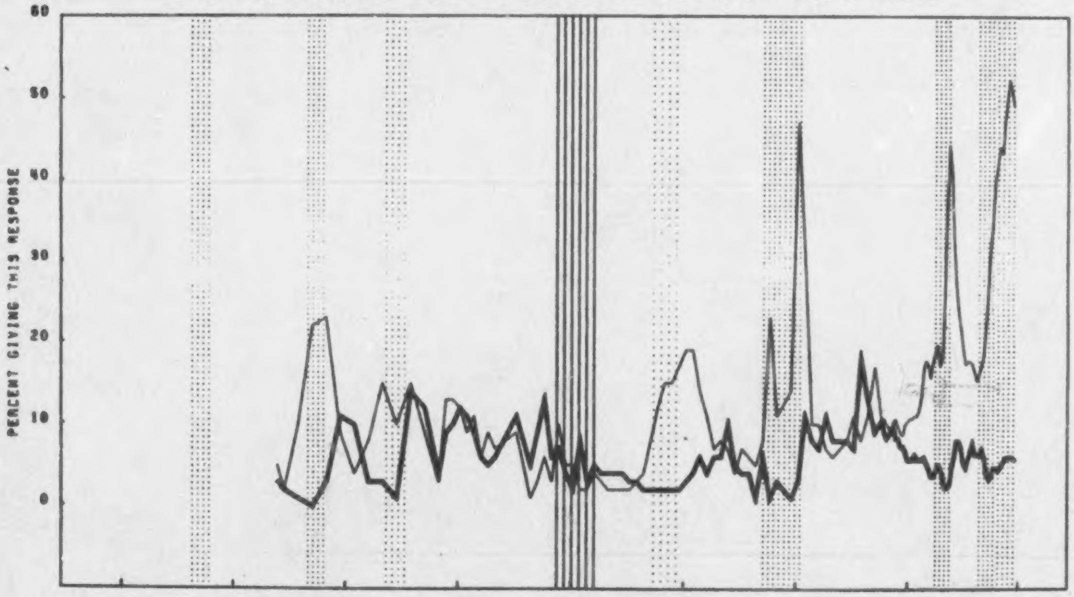


TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE NEWS:													
Government; elections	3%	4%	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%
Employment	2	4	5	5	4	4	6	6	5	7	6	5	6
Consumer demand high	1	1	1	*	*	2	2	3	2	3	1	2	2
Prices are low	*	1	2	1	2	4	5	3	2	2	2	3	2
Credit is easy	4	10	6	5	3	5	3	2	3	9	17	17	18
UNFAVORABLE NEWS:													
Government; elections	3	4	5	6	7	5	4	4	4	4	4	3	2
Unemployment	28	32	35	40	46	41	45	44	52	53	52	48	47
Consumer demand low	10	11	11	14	12	11	8	9	8	6	5	5	7
Prices are high	7	4	5	4	5	4	4	4	3	3	4	1	3
Credit is tight	11	8	6	8	10	10	6	8	9	6	3	3	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

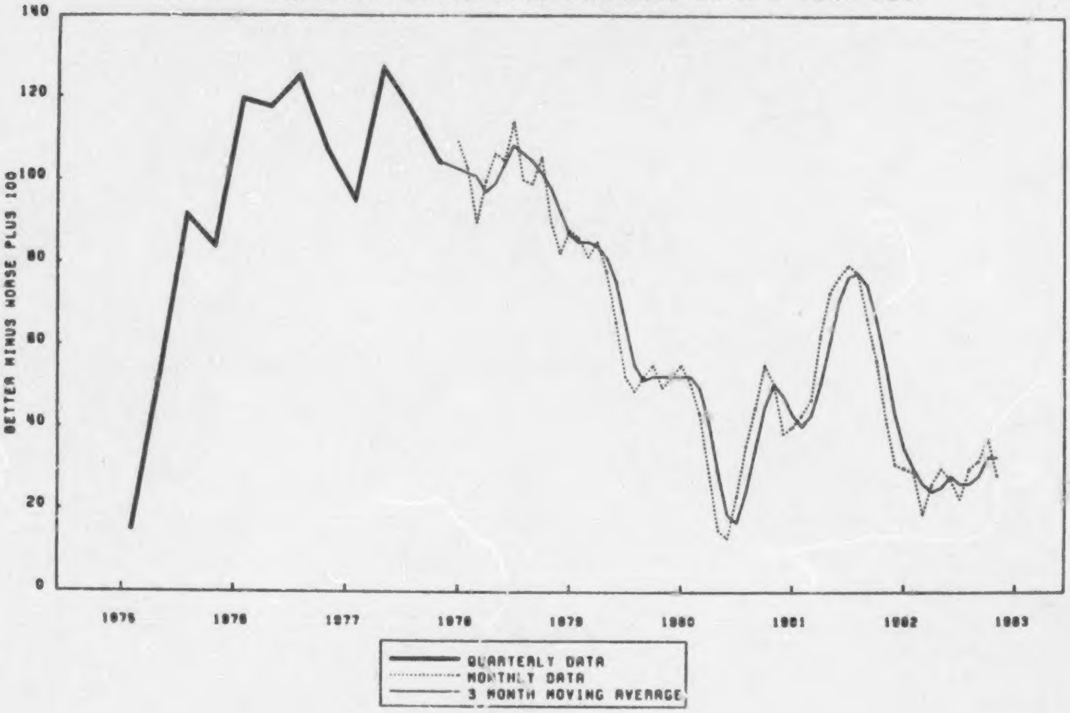


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

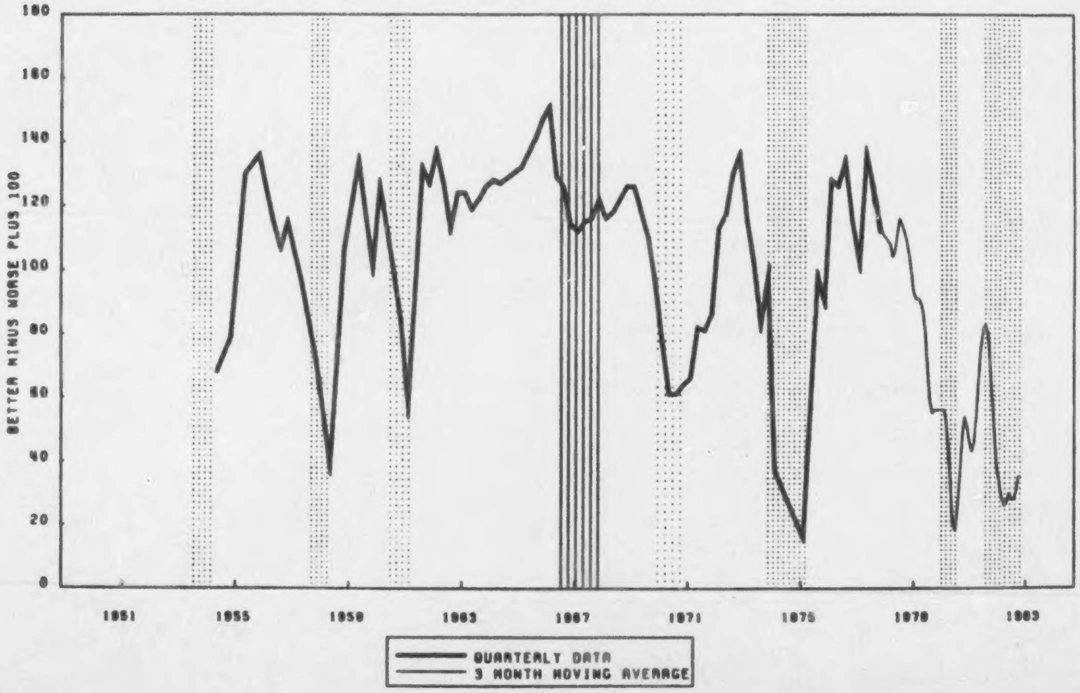


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER NOW	15%	13%	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%
SAME	12	6	8	8	5	9	6	6	8	6	8	9	5
WORSE NOW	70	80	79	80	87	81	80	82	83	80	79	75	82
DK,NA	3	1	2	1	1	1	2	1	2	2	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

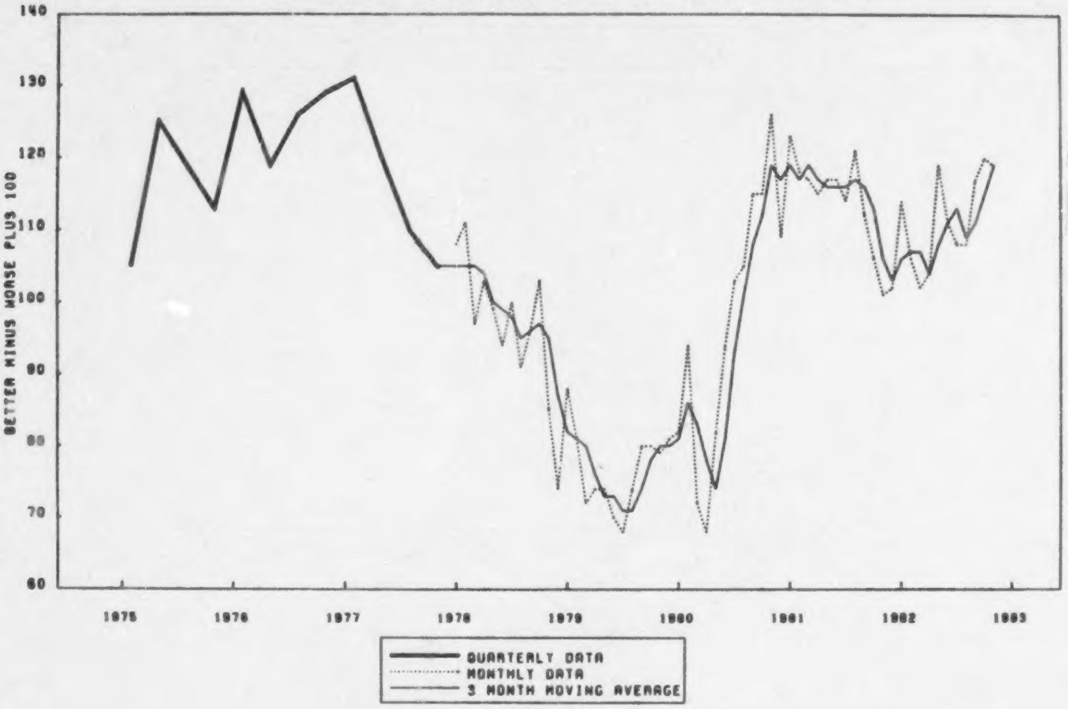


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

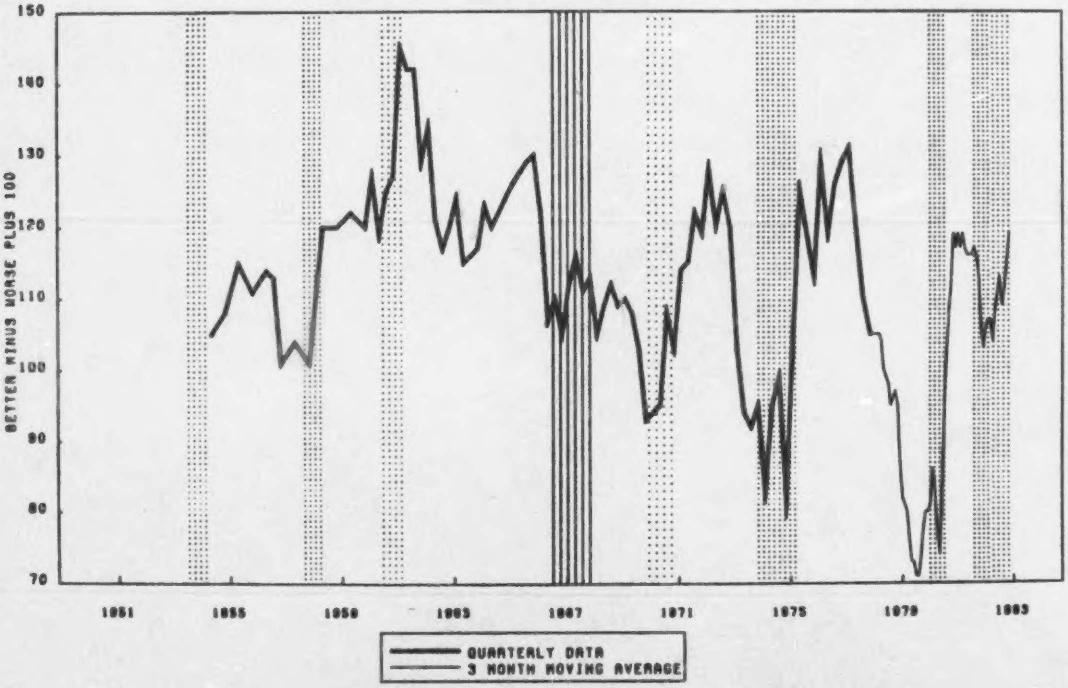


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER	27%	31%	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%
SAME	44	37	36	36	42	38	39	34	41	43	43	36	41
WORSE	26	29	24	28	27	28	20	26	25	23	19	20	19
DK,NA	3	3	2	2	2	2	2	3	1	3	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

CHART16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

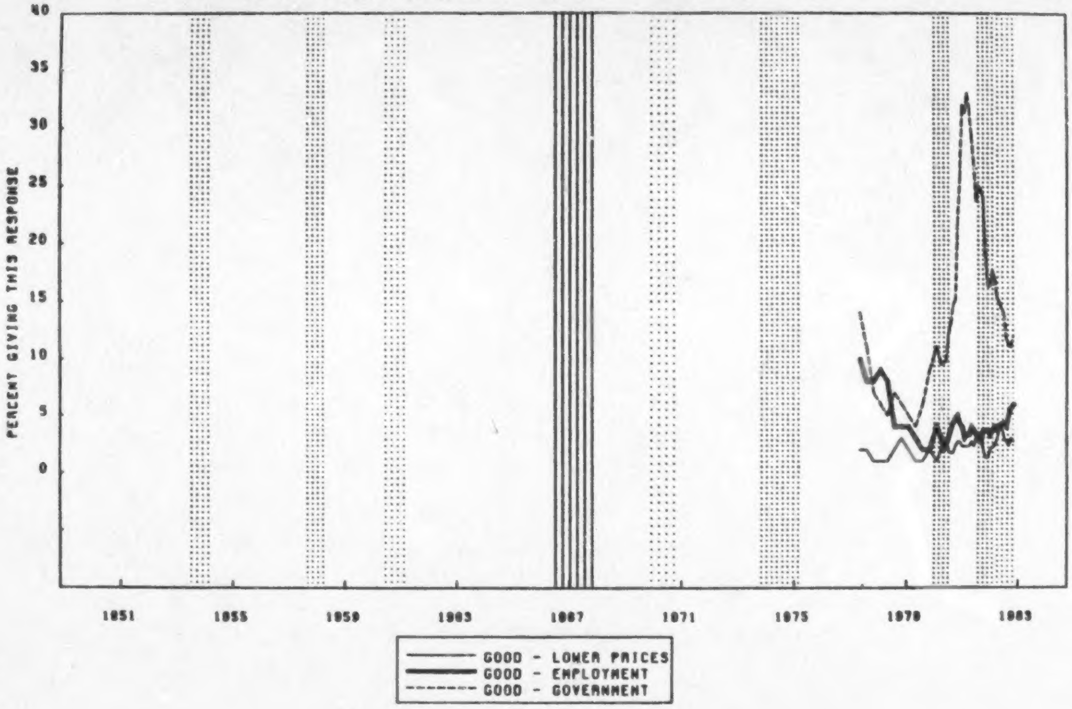


CHART16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

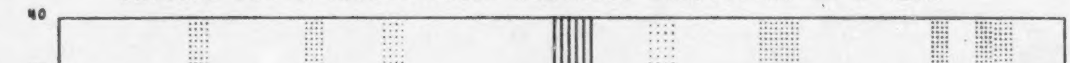


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE REASONS:													
Government; elections	15%	15%	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%
Employment	3	2	5	4	3	4	5	4	4	4	7	6	5
Higher consumer demand	2	3	3	2	3	3	4	6	3	3	3	4	4
Lower prices	1	2	3	2	2	5	4	3	2	2	3	4	1
Easier credit	7	9	5	5	7	7	10	9	5	8	13	15	12
UNFAVORABLE REASONS:													
Government; elections	10	12	11	12	13	13	12	12	14	12	12	8	8
Unemployment	12	15	12	16	15	14	15	18	16	16	13	14	18
Lower consumer demand	6	7	6	7	9	7	4	6	5	3	5	3	5
Higher prices	8	8	5	6	6	4	4	5	6	5	4	3	2
Tighter credit	5	4	4	7	7	5	6	10	9	6	7	3	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

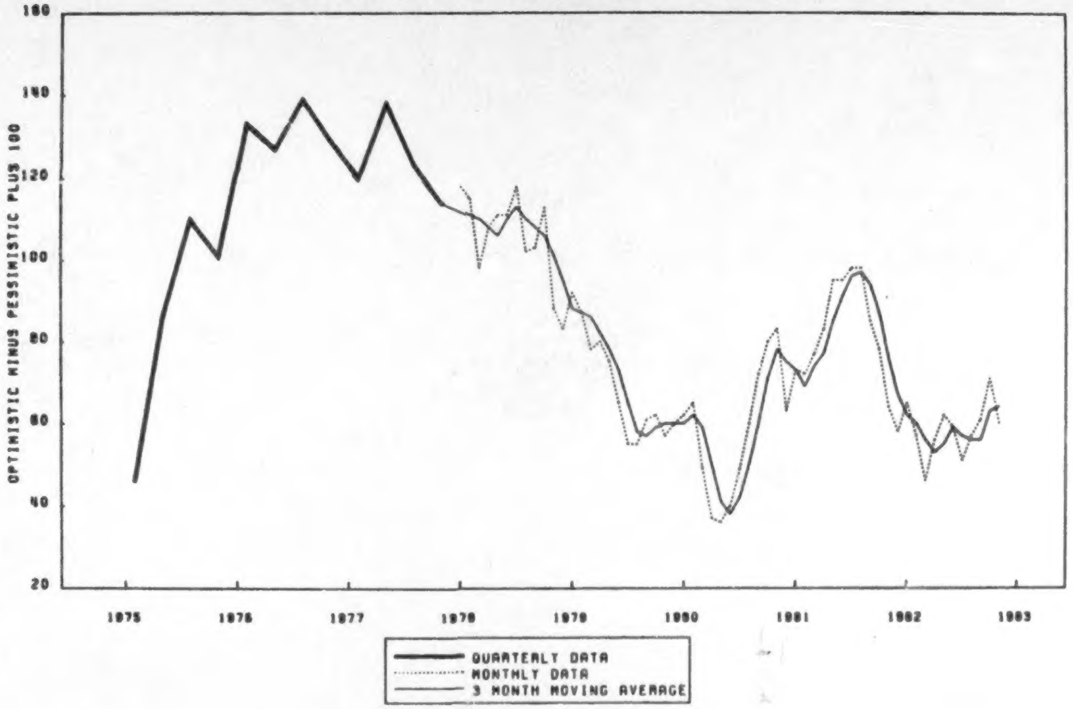


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

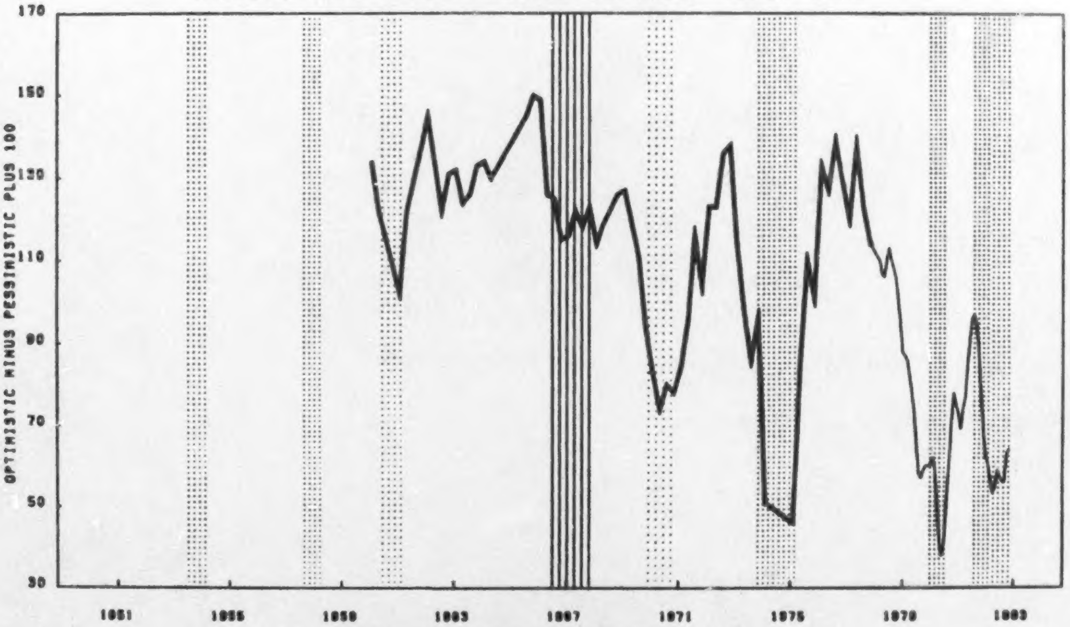


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
TREND:													
Continuous increase (a)	6%	5%	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%
Intermittent increase (b)	11	8	9	6	5	7	6	6	5	7	6	9	7
Remain unchanged (c)	6	3	3	4	2	4	3	2	3	3	4	3	1
Intermittent decline (d)	31	29	27	30	37	30	33	29	36	35	36	29	37
Continuous decline (e)	22	26	23	25	26	26	19	24	23	22	17	19	18
Mixed change (f)	18	25	29	26	23	24	28	30	25	22	27	26	27
DK,NA	6	4	3	3	3	4	3	3	3	4	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

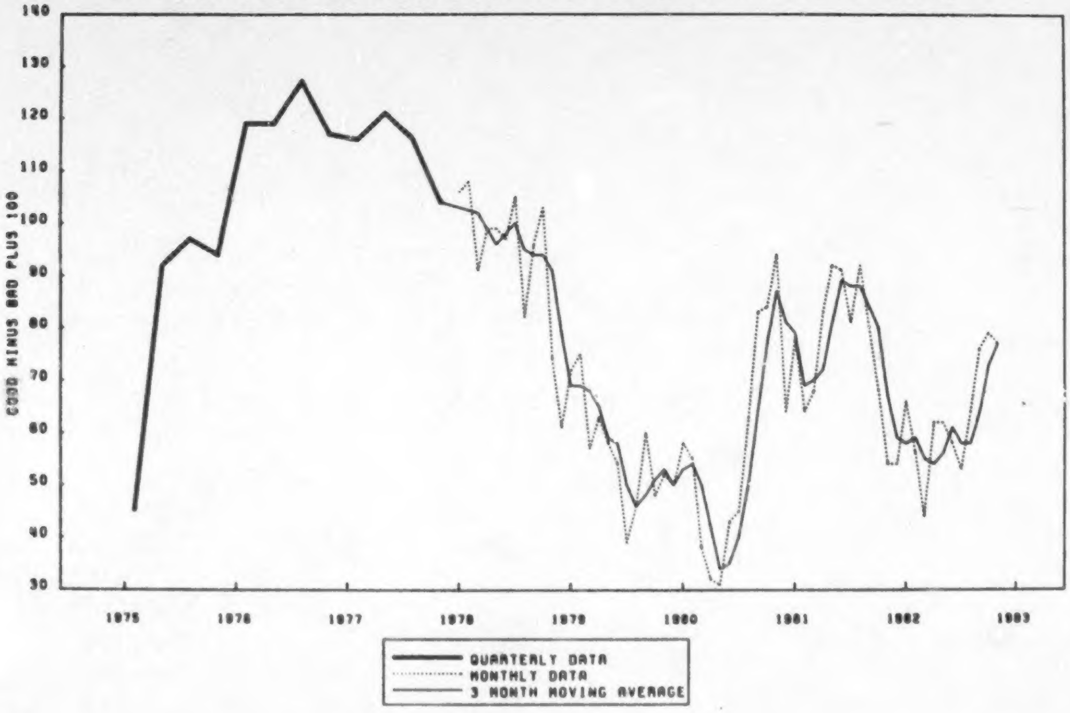


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

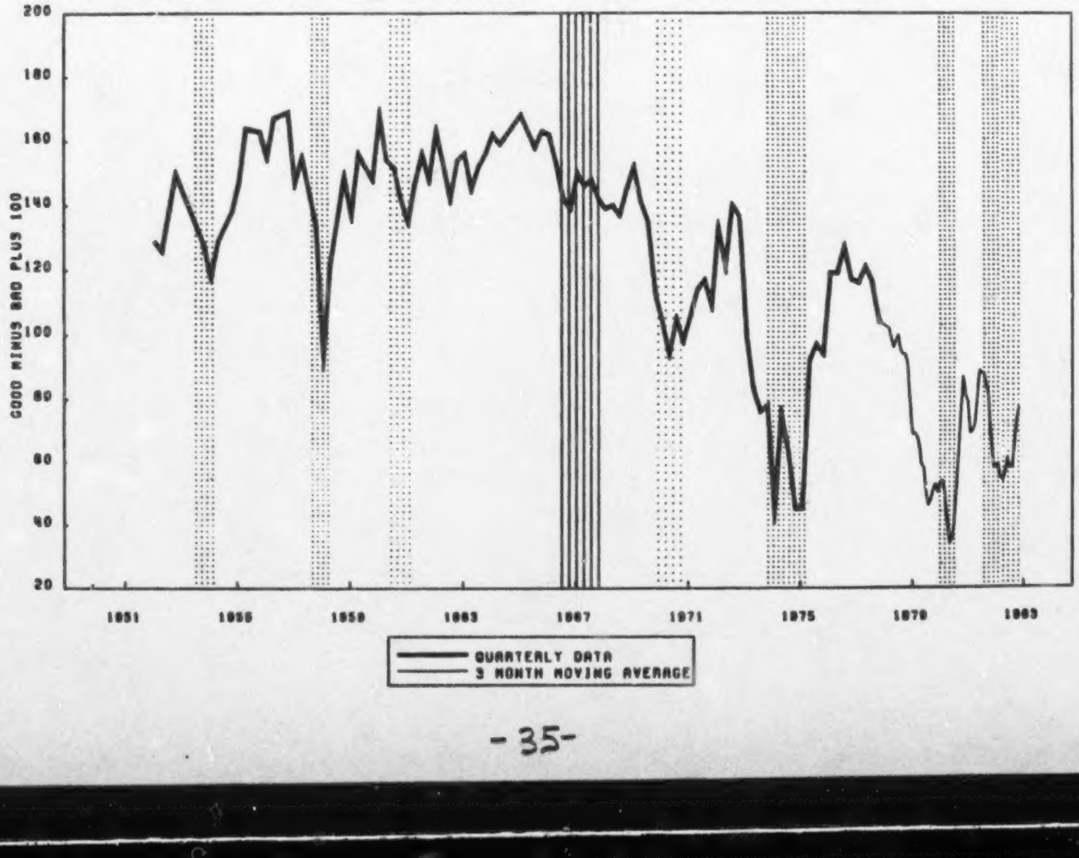


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIMES	21%	23%	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%
UNCERTAIN; GOOD & BAD	4	2	1	2	2	1	1	1	2	5	4	3	4
BAD TIMES	67	69	64	67	73	66	65	67	70	62	57	56	56
DON'T KNOW	6	4	3	4	3	4	4	4	3	3	4	4	3
NOT ASCERTAINED	2	2	2	4	5	1	3	3	2	4	2	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

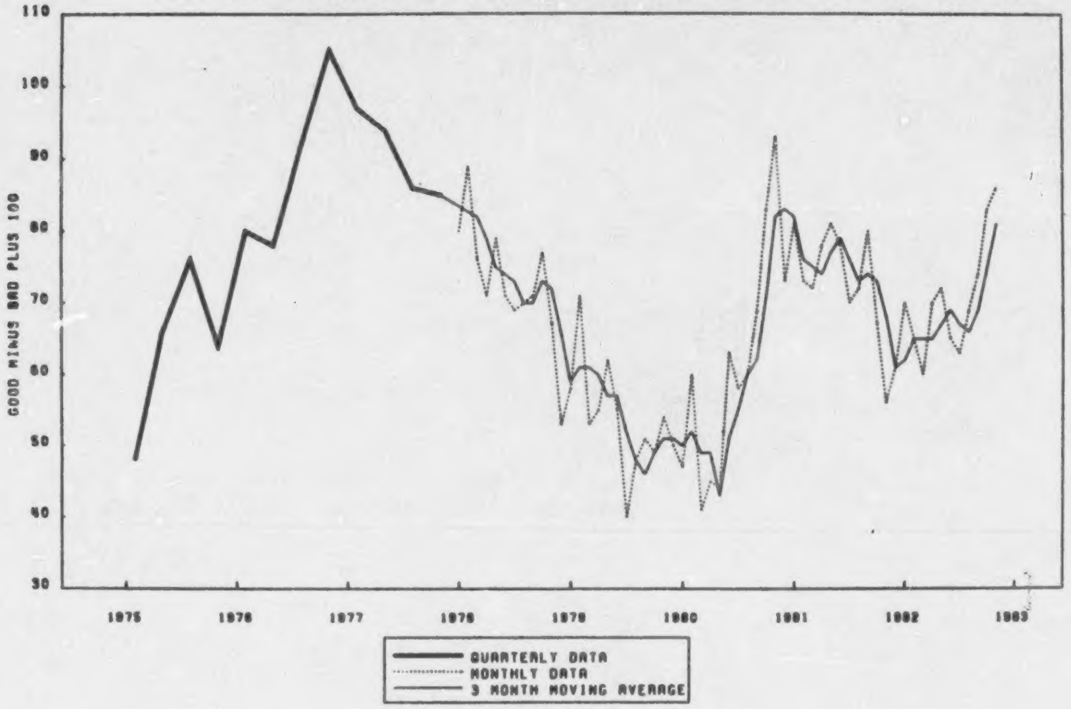


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

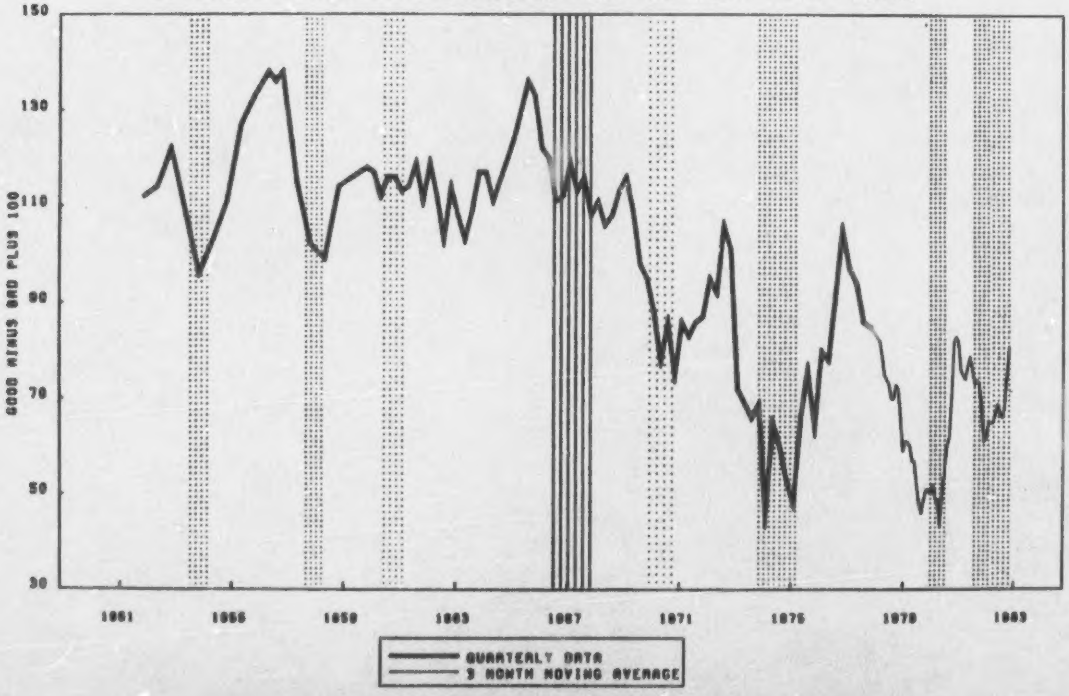


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIMES	18%	20%	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%
UNCERTAIN; GOOD & BAD	17	17	11	13	13	13	13	12	15	15	14	14	14
BAD TIMES	62	59	58	59	62	55	55	59	59	54	54	49	47
NOT ASCERTAINED	3	4	3	4	3	7	5	5	4	8	4	5	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

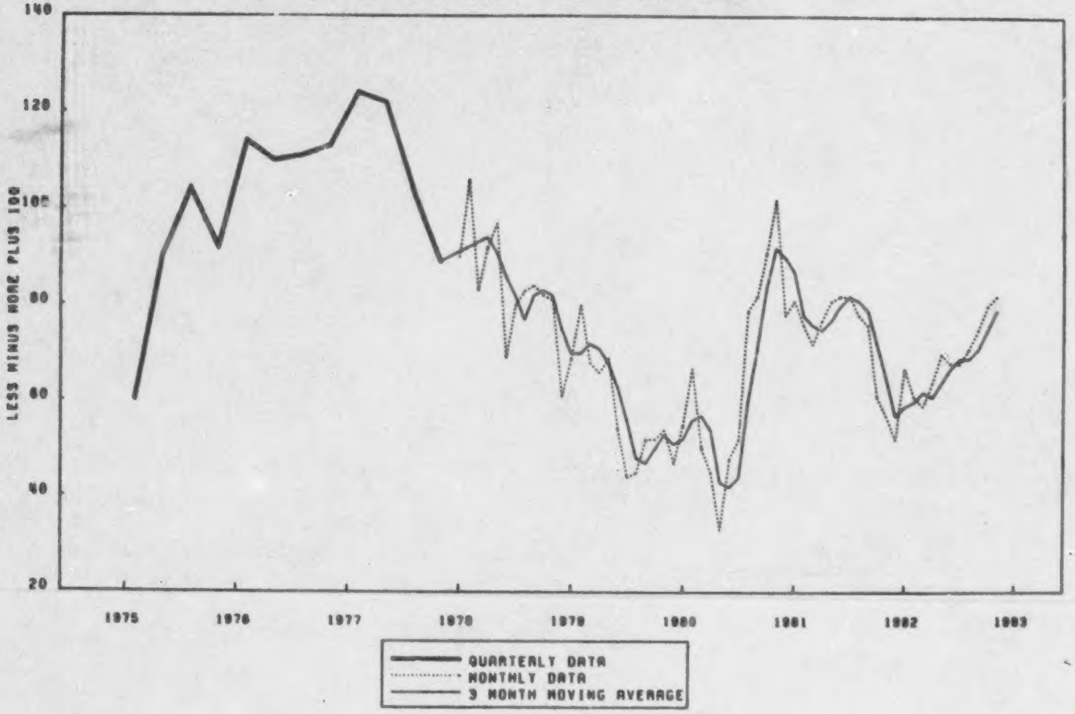


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

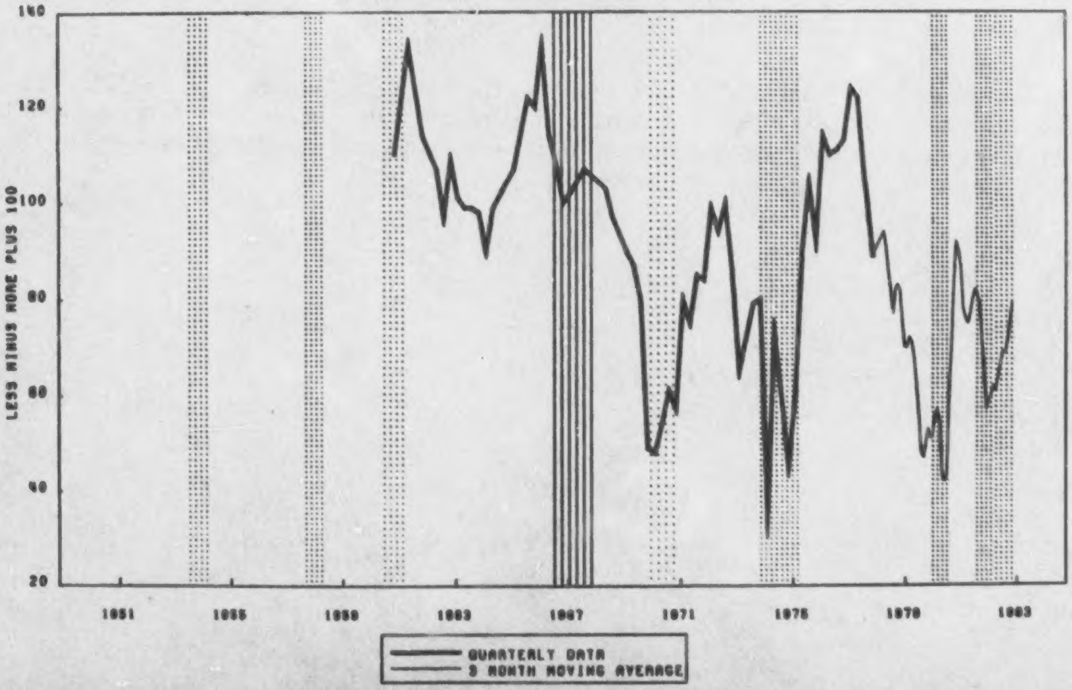


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
LESS	11%	11%	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%
SAME	33	28	34	33	32	34	35	35	35	35	38	36	42
MORE	54	59	49	52	54	50	47	48	48	46	43	41	37
DK,NA	2	2	1	2	1	2	1	1	1	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

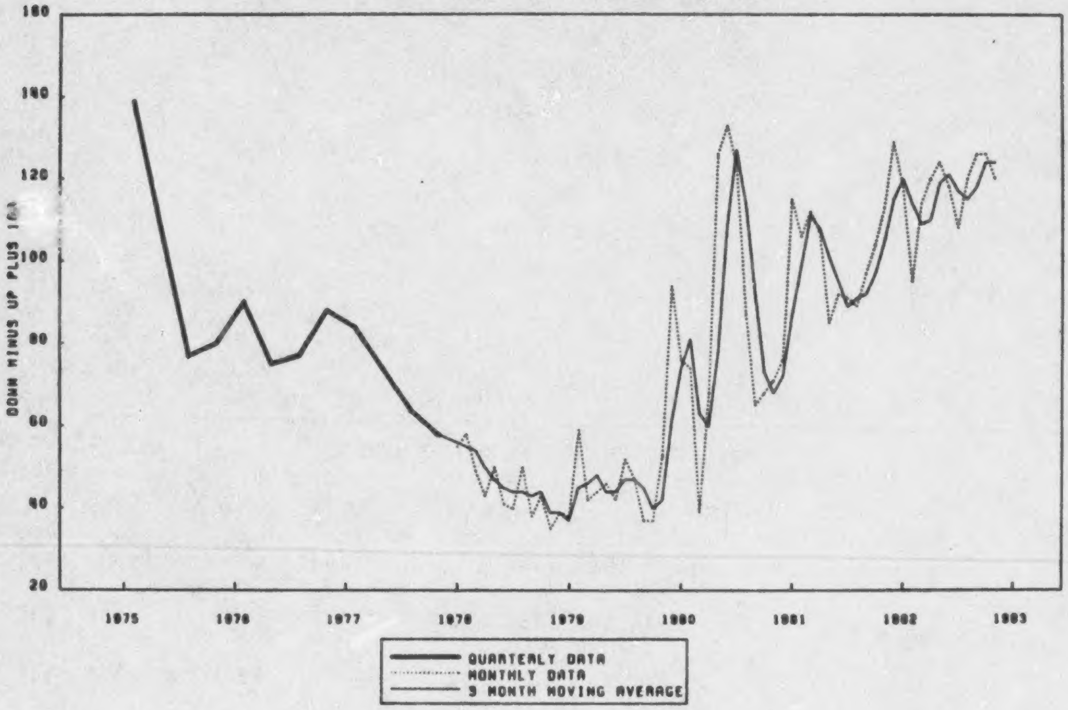


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

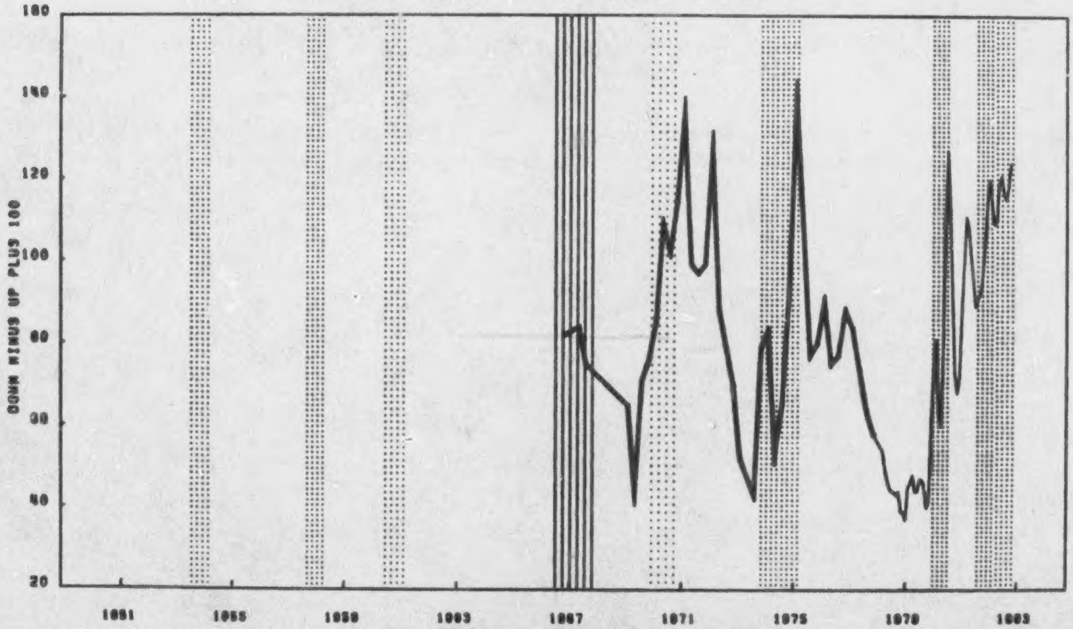


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GO UP	29%	21%	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%
STAY THE SAME	25	25	28	33	33	33	34	37	41	34	26	26	26
GO DOWN	42	50	43	29	39	42	43	39	32	41	48	48	45
DK,NA	4	4	4	4	3	3	4	3	3	4	4	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

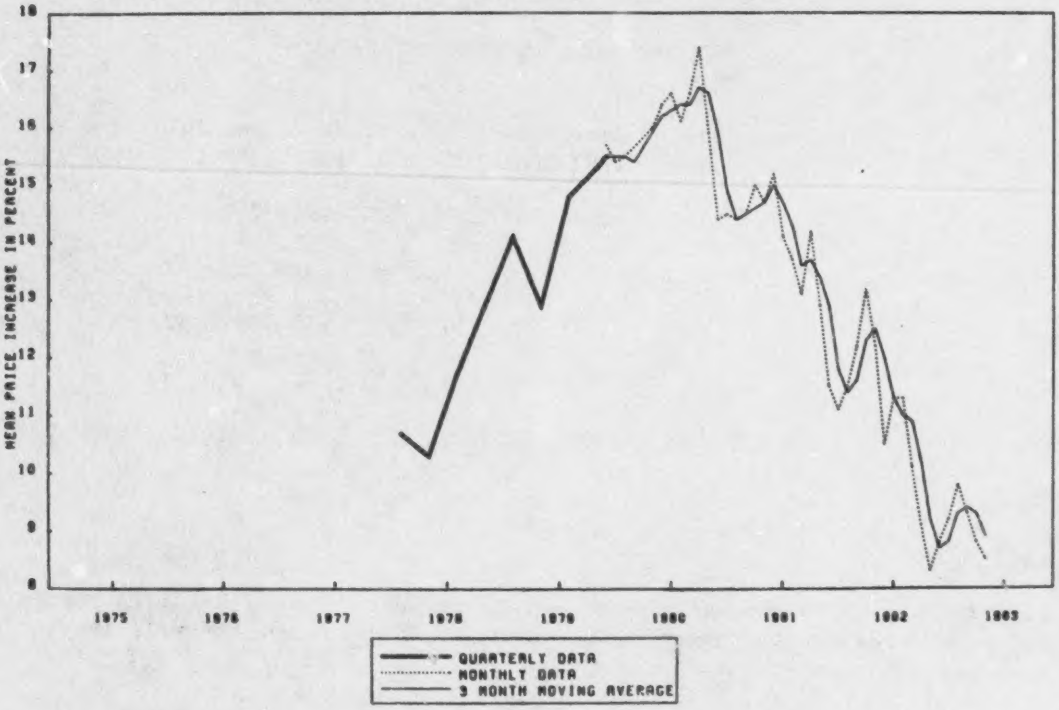


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
SAME OR DOWN	7%	10%	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%
GONE UP BY:													
1-2%	2	4	4	4	5	4	2	8	6	5	6	4	5
3-4%	7	7	5	6	7	7	11	10	8	8	10	7	9
5%	11	11	11	11	13	12	12	12	14	11	12	13	15
6-9%	14	15	17	14	12	14	13	14	13	16	14	12	12
10-14%	26	28	24	24	24	24	16	21	22	24	19	22	14
15% or more	24	19	22	22	19	17	17	16	18	17	16	14	18
DK how much up	8	6	6	6	5	7	6	5	6	6	7	7	6
DK,NA	1	*	*	*	*	*	*	*	1	1	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	12.2	10.5	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5
VARIANCE	134	104	126	132	114	83	96	93	87	96	115	106	102
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

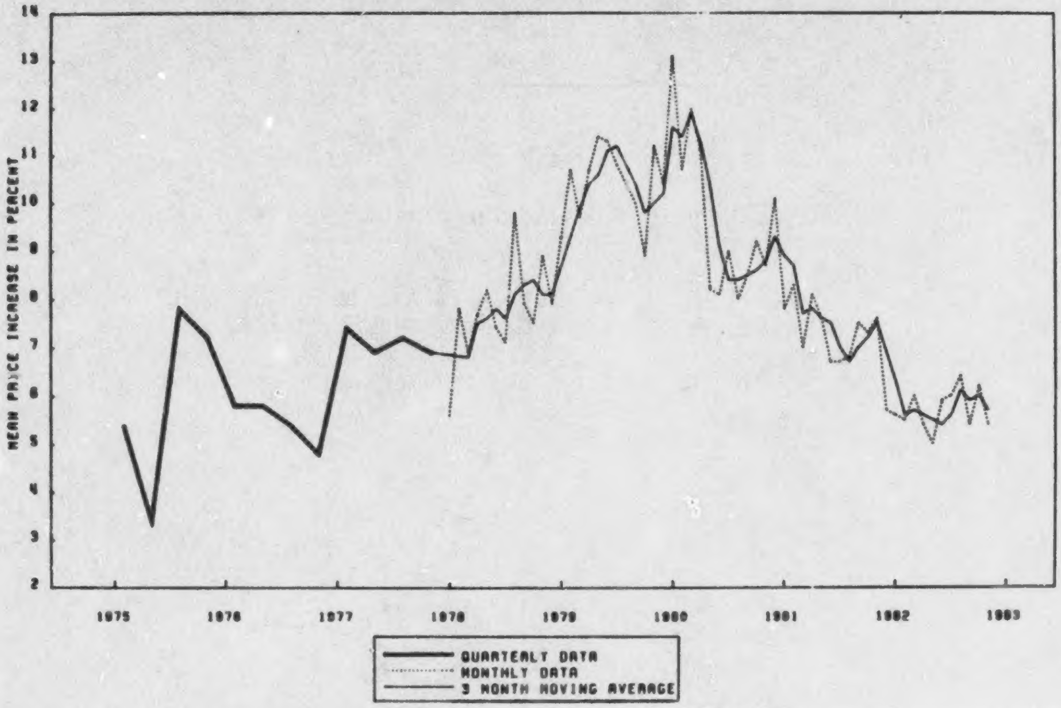


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

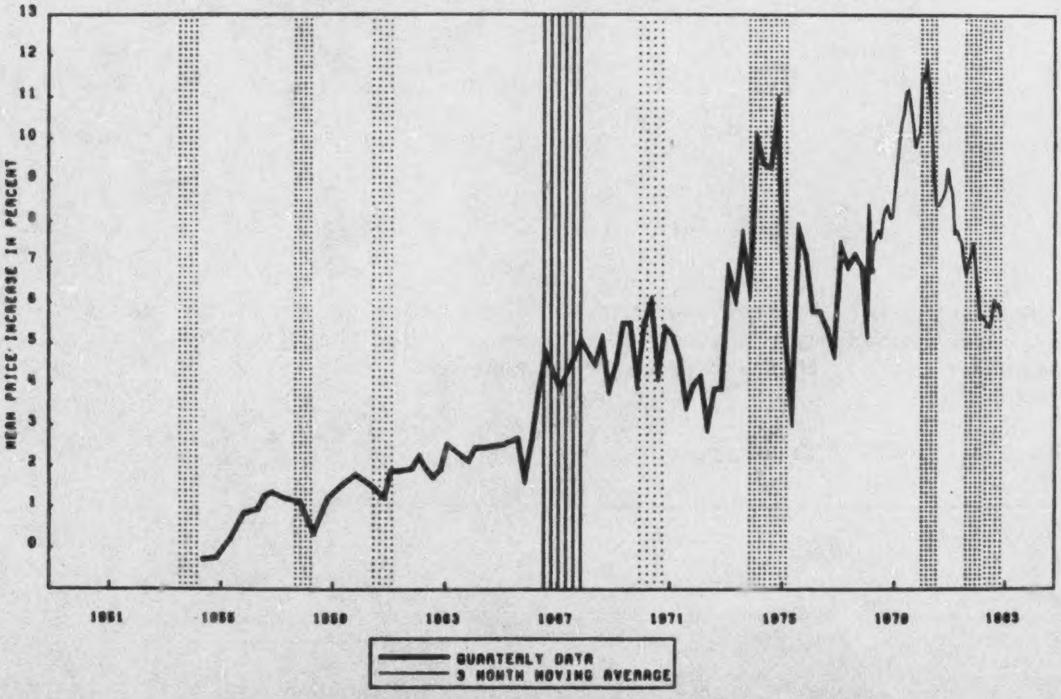


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
SAME OR DOWN	27%	35%	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%
WILL GO UP BY:													
1-2%	4	4	5	4	7	4	6	7	7	8	7	5	5
3-4%	6	8	8	7	11	7	9	10	10	12	9	8	10
5%	11	12	13	12	11	16	15	14	17	16	14	14	15
6-9%	11	14	11	12	12	10	11	10	15	12	13	11	11
10-14%	22	14	13	14	12	16	8	16	14	13	12	15	12
15% or more	11	8	8	7	11	8	8	8	7	11	7	9	9
DK how much up	6	3	4	5	2	3	4	3	5	3	5	5	3
DK,NA	2	2	2	1	2	3	3	2	2	2	2	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	7.6	5.7	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4
VARIANCE	84	62	59	59	85	54	58	71	53	65	59	82	55
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

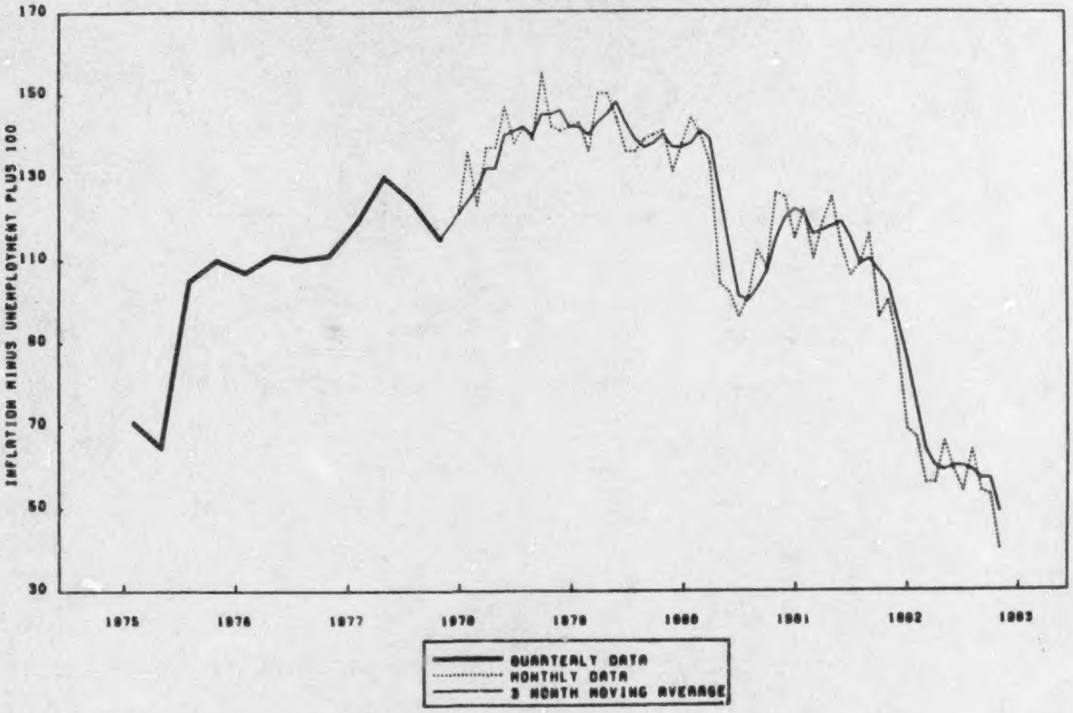


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

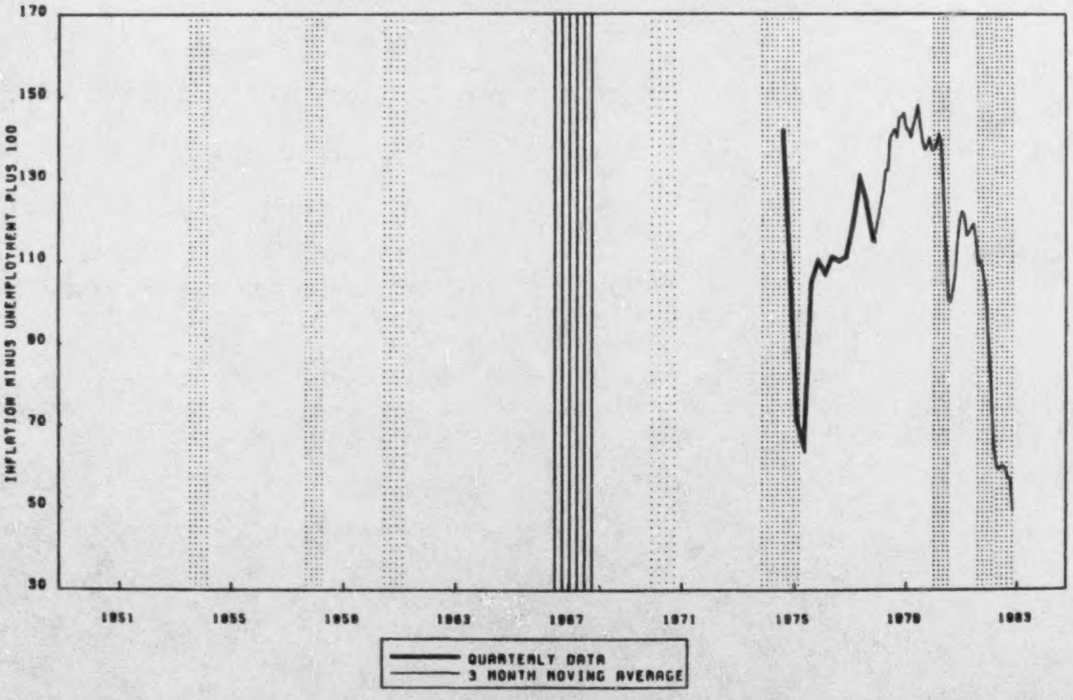


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
UNEMPLOYMENT	43%	49%	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%
BOTH EQUALLY SERIOUS	13	11	10	14	11	13	9	12	11	11	9	11	7
INFLATION	43	38	29	26	22	21	28	23	21	26	22	20	16
DK,NA	1	2	1	1	1	1	1	1	1	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

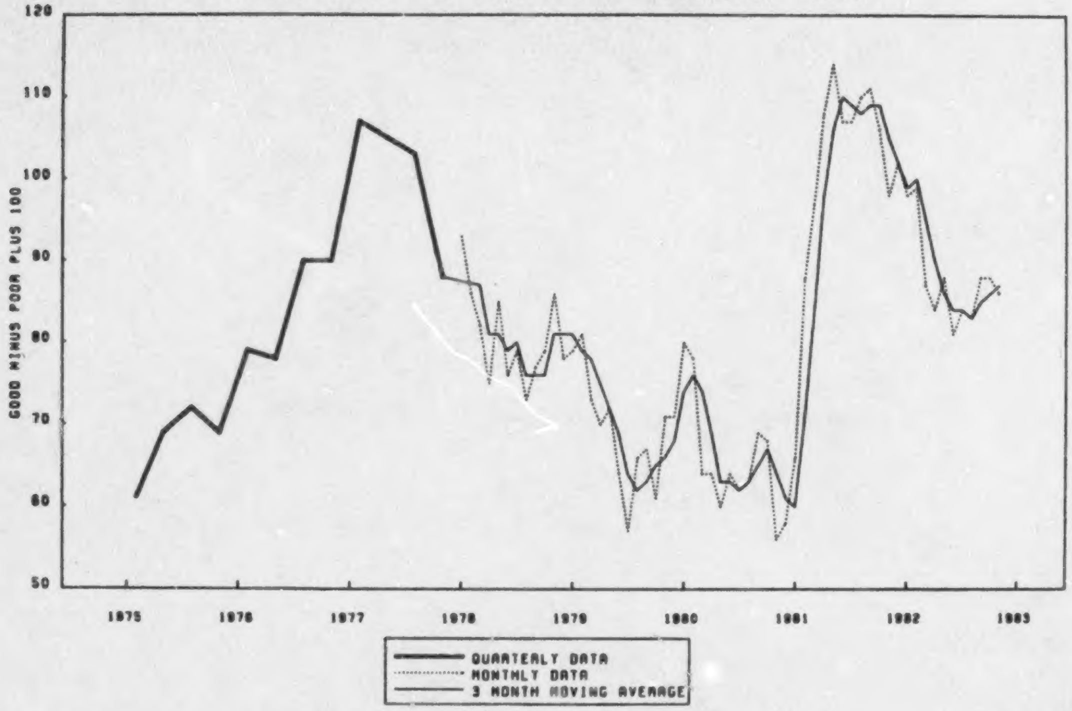


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY.

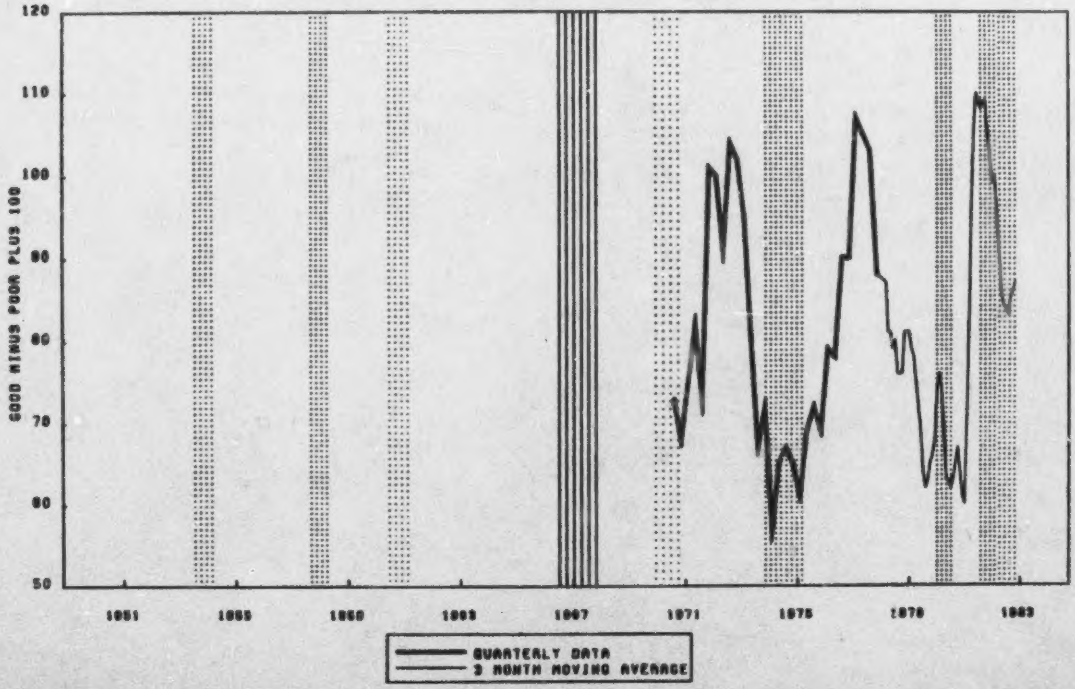


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
A GOOD JOB	23%	26%	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%
ONLY FAIR	49	47	46	42	48	37	46	46	46	45	46	41	45
A POOR JOB	25	24	27	28	31	38	32	35	34	34	31	33	33
DK,NA	3	3	2	3	3	3	2	3	2	4	4	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

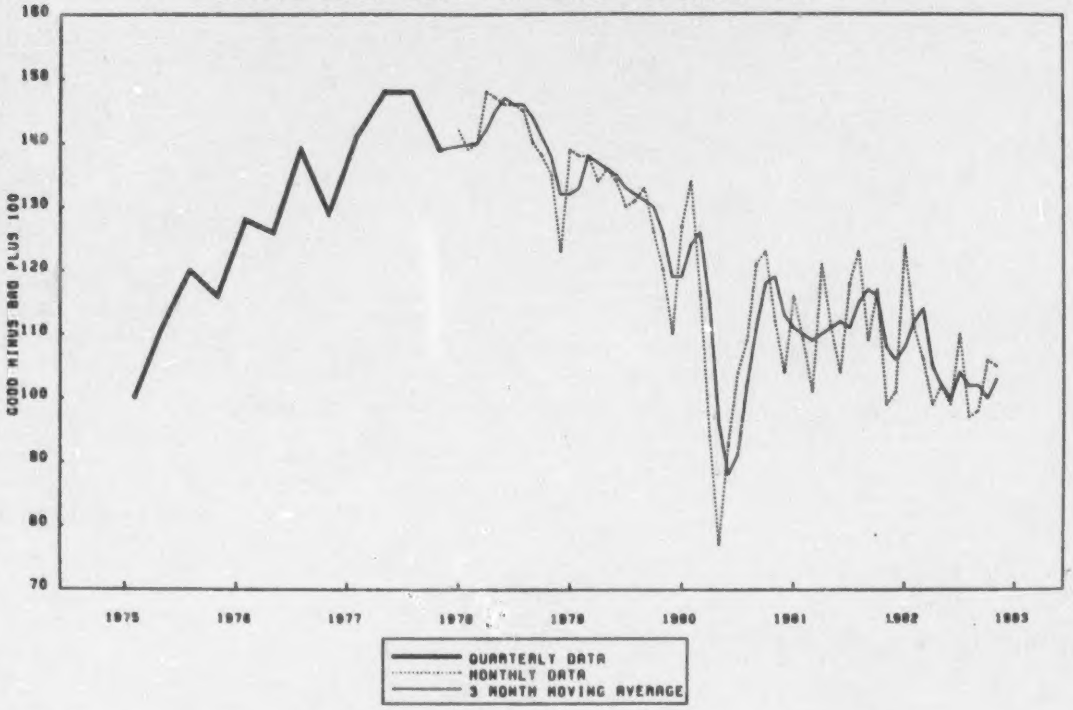


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

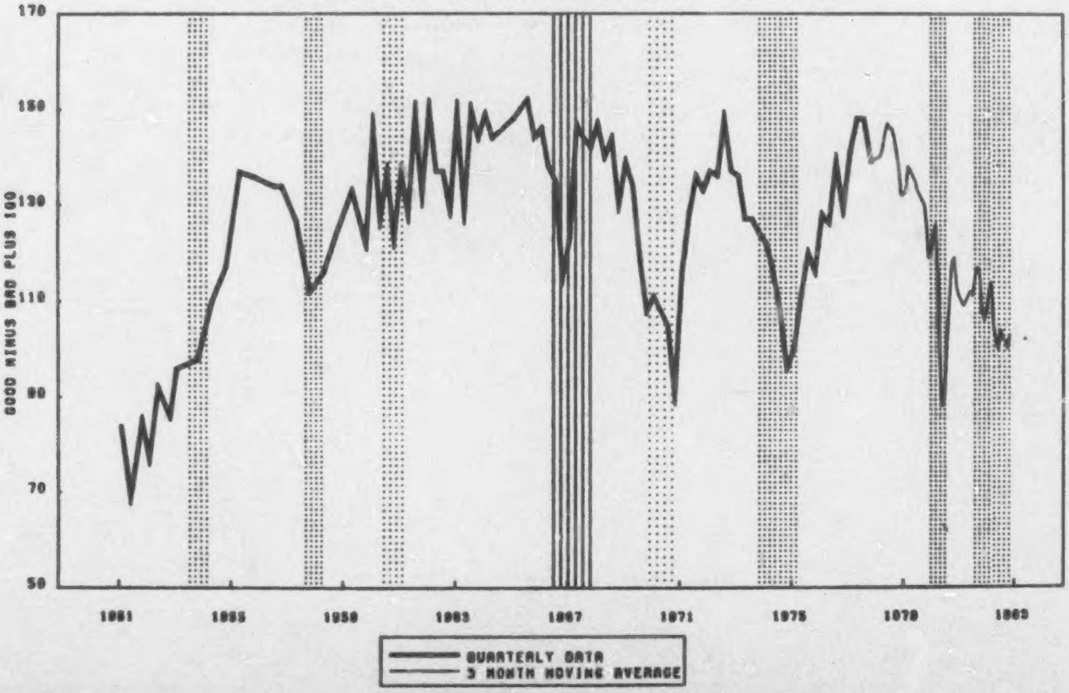


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	43%	44%	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%
UNCERTAIN, DEPENDS	13	13	10	15	10	17	12	13	14	15	14	14	11
BAD TIME TO BUY	44	43	33	37	42	42	43	44	38	44	44	40	42
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

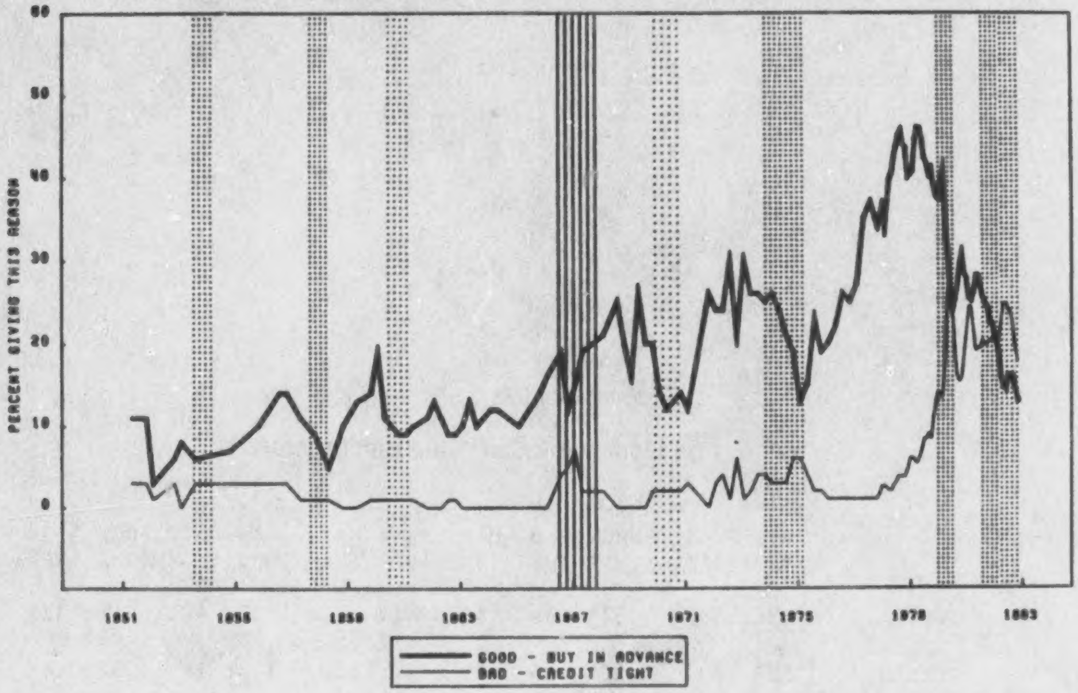


CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

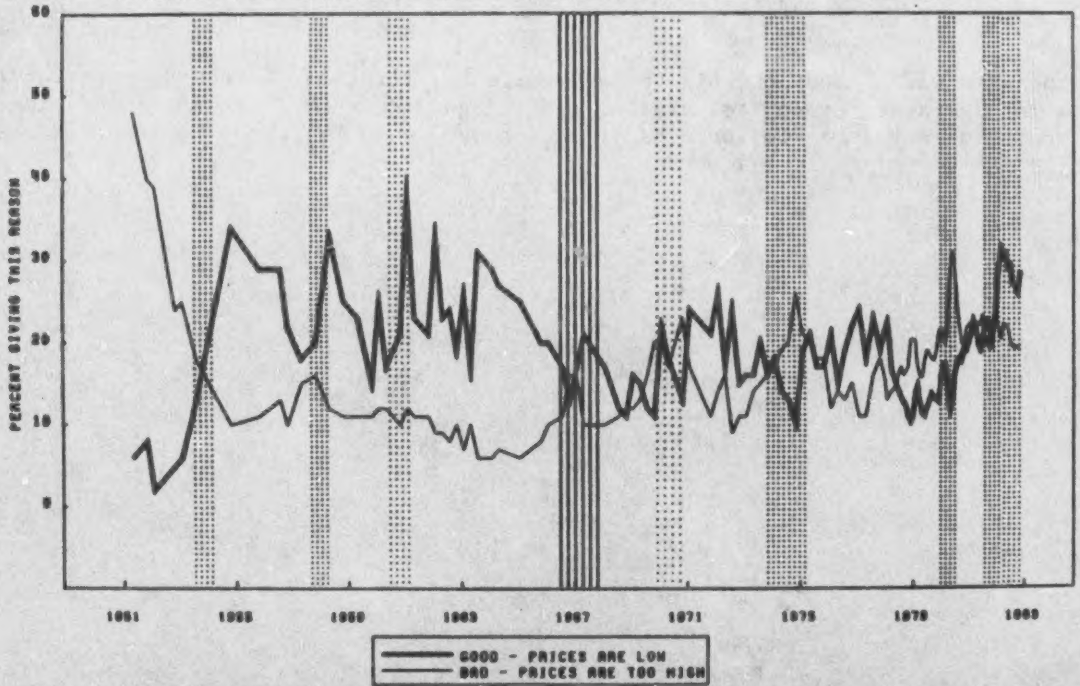


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	19%	26%	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%
Prices won´t come down; are going higher	20	21	22	18	15	14	15	14	19	15	14	14	11
Interest rates low; credit is easy	2	2	3	2	1	1	3	2	2	2	4	5	5
BAD TIME TO BUY:													
Prices are high	25	26	17	22	22	23	21	21	18	19	21	18	18
Interest rates are high; credit is tight	23	21	18	19	24	26	24	24	24	22	20	16	17
Lack of purchasing power	12	15	13	15	18	19	20	21	19	21	21	21	24

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

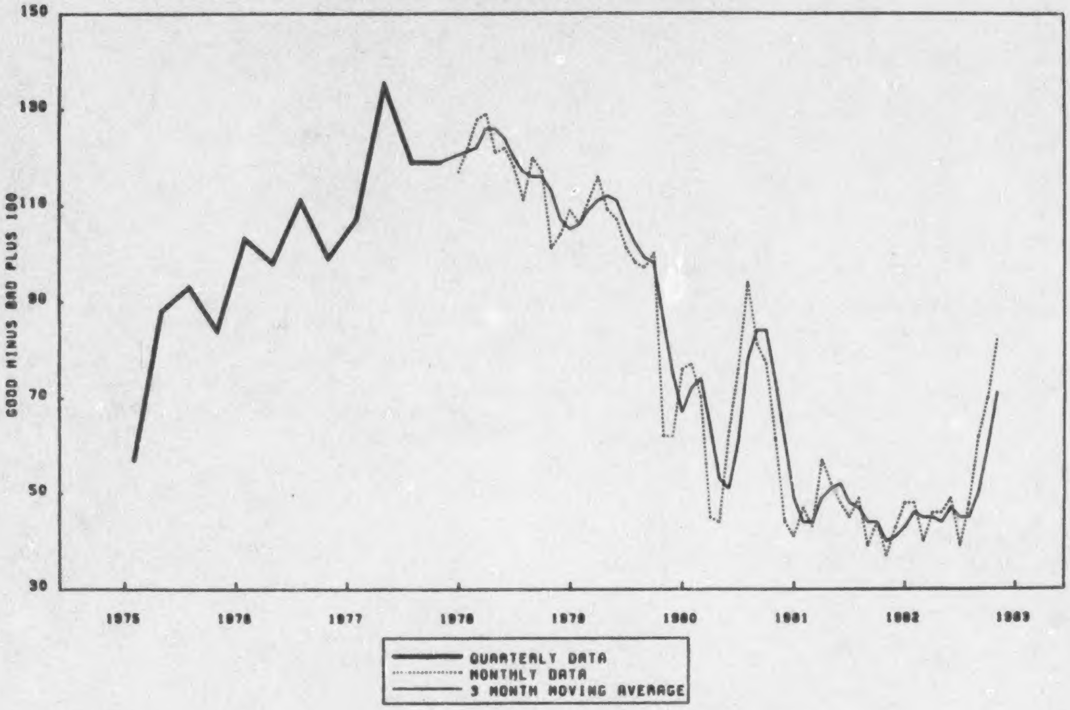


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

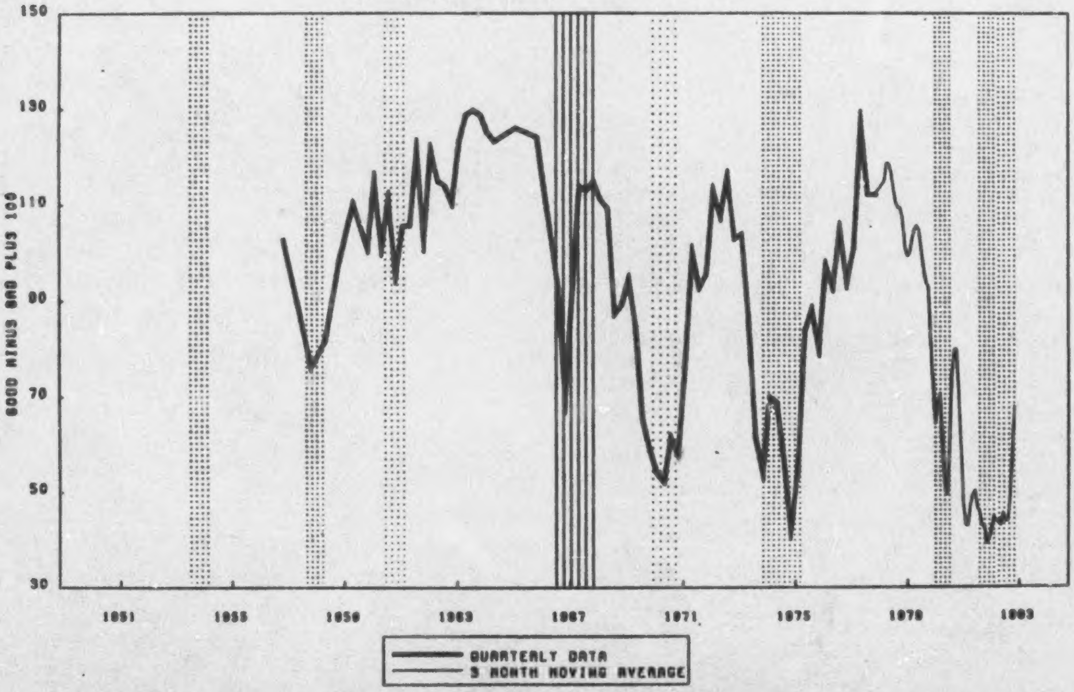


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	16%	19%	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%
UNCERTAIN, DEPENDS	5	5	6	6	6	6	8	7	9	8	6	6	6
BAD TIME TO BUY	79	76	73	73	77	74	73	72	76	72	66	62	56
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

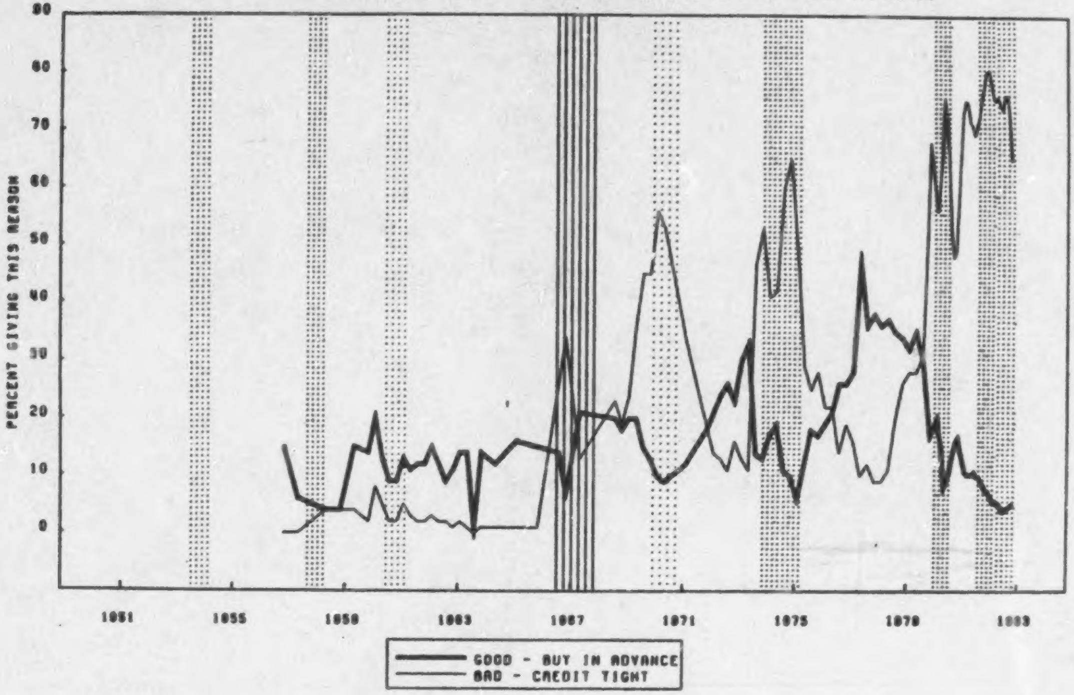


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

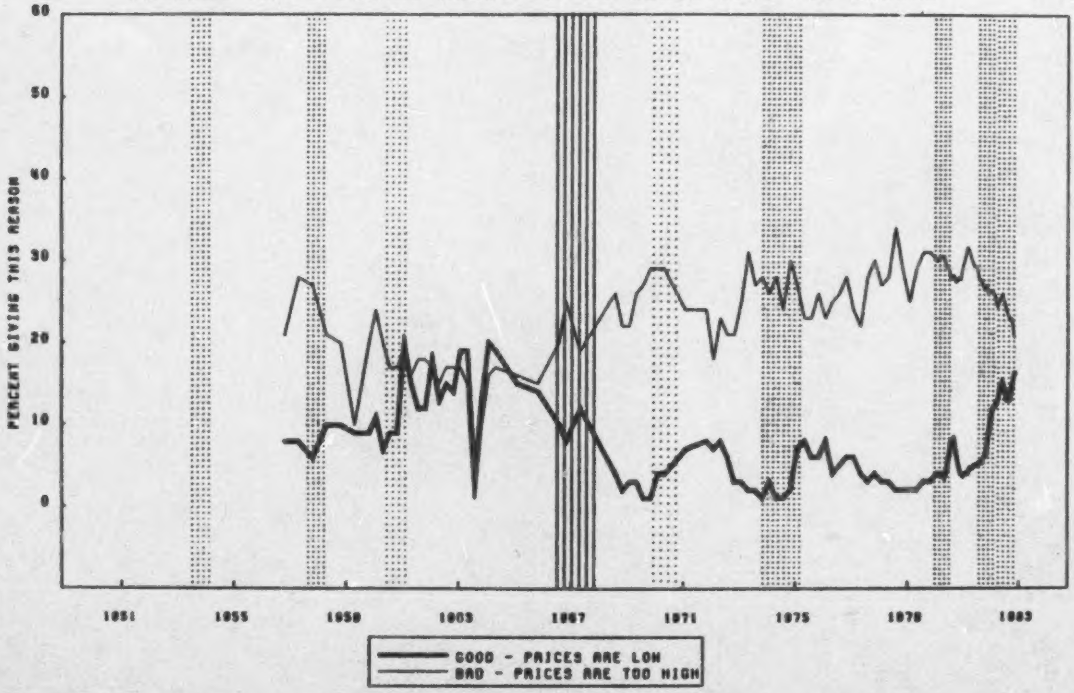


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	7%	12%	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%
Prices won't come down; are going higher	7	7	5	5	7	4	4	4	4	5	5	5	6
Interest rates low; credit is easy	4	6	8	7	4	6	6	7	4	7	20	23	30
Good investment	5	3	5	6	4	5	5	4	3	4	3	2	4
BAD TIME TO BUY:													
Prices are high	24	27	28	24	25	24	27	27	21	23	25	21	16
Interest rates are high; credit is tight	83	81	72	76	78	74	72	75	82	71	64	60	49
Lack of purchasing power	17	21	22	19	23	22	18	23	27	20	21	23	23

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

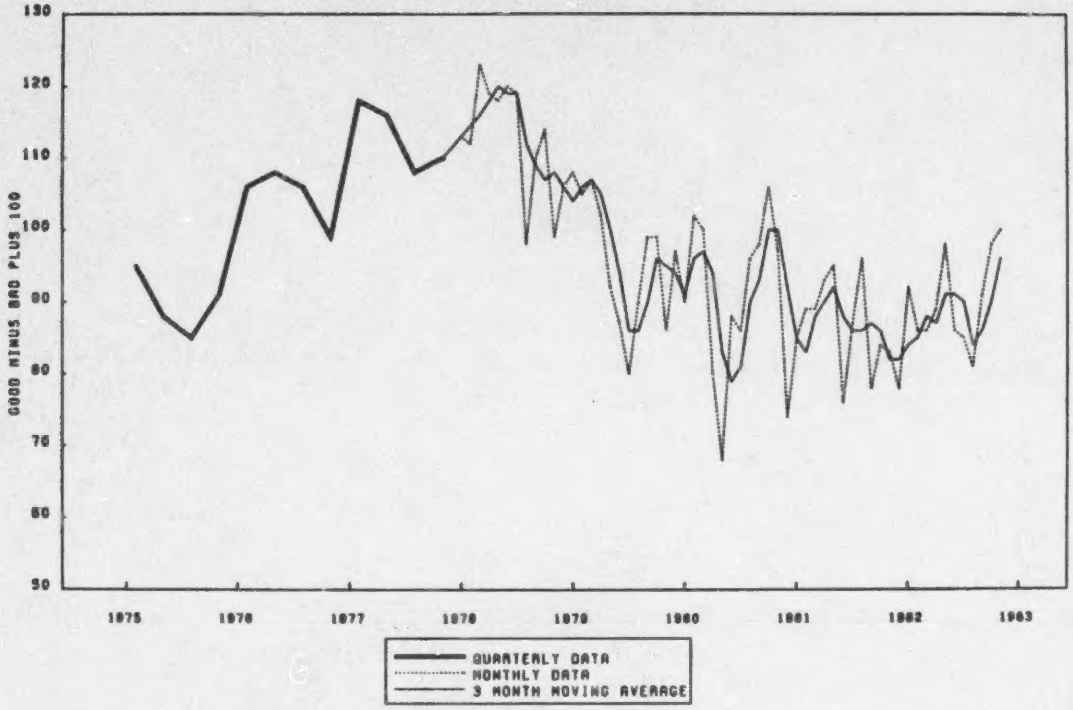


CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

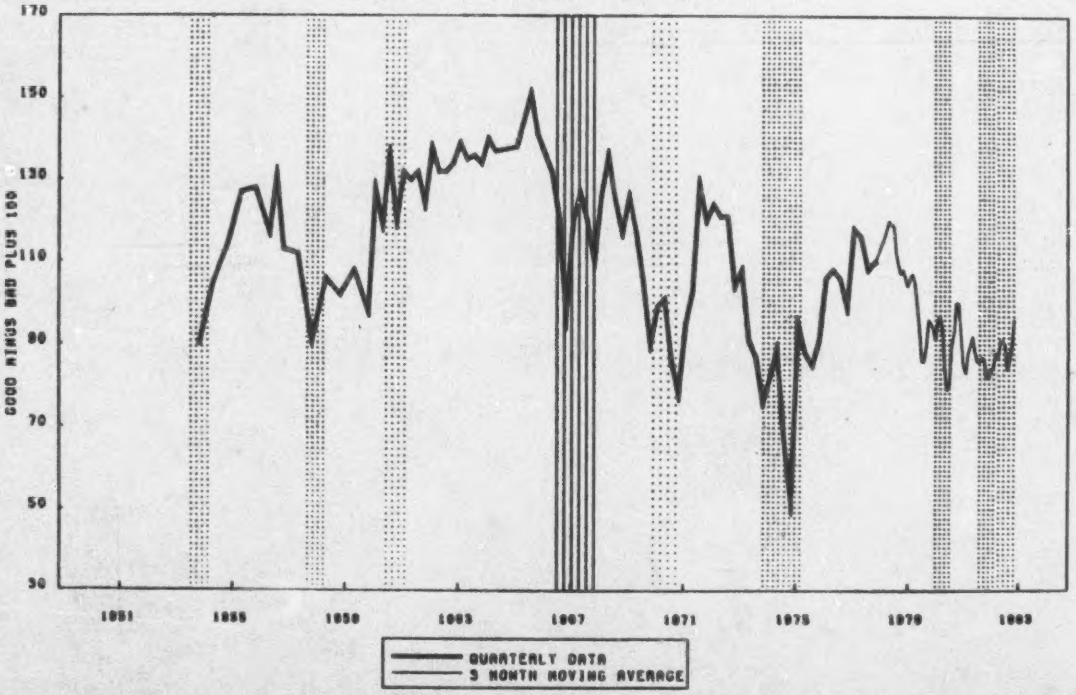


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

TABLE 30

BUYING CONDITIONS FOR CARS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	37%	34%	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%
UNCERTAIN; DEPENDS	9	10	10	12	8	9	10	6	11	11	11	10	8
BAD TIME TO BUY	54	56	49	51	53	51	46	54	52	54	49	46	46
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

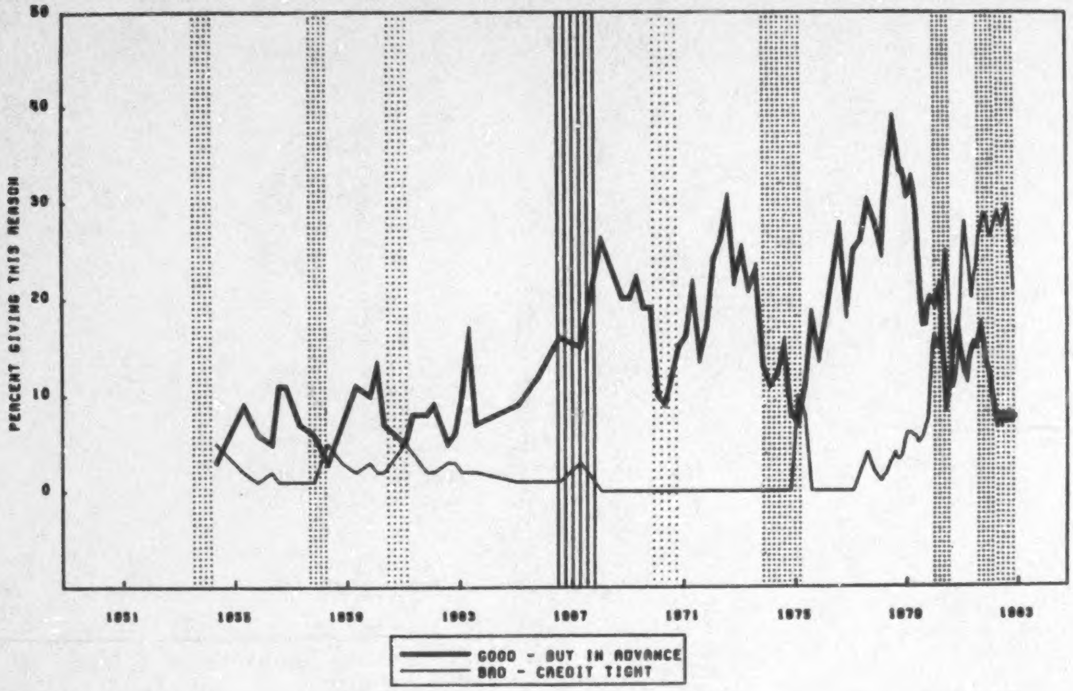


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

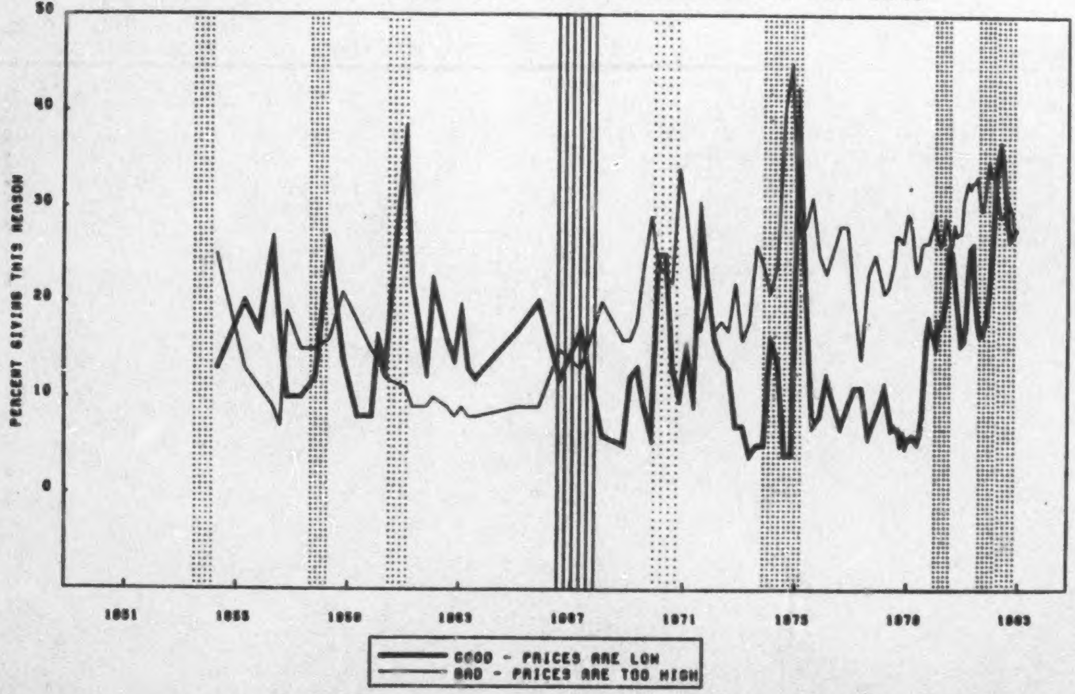


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	21%	22%	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%
Prices won´t come down; are going higher	12	12	11	6	8	7	8	6	9	7	8	7	8
Interest rates low; credit is easy	5	5	6	3	3	7	11	7	5	6	10	11	20
New fuel efficient models	1	1	2	2	1	2	1	1	1	2	1	1	1
BAD TIME TO BUY:													
Prices are high	32	37	31	33	32	28	27	33	28	32	31	26	25
Interest rates are high; credit is tight	26	27	26	28	30	29	26	27	32	30	25	19	19
Lack of purchasing power	8	13	13	12	16	13	11	11	13	12	14	14	15
Price of gas; shortages	2	2	2	2	1	1	1	2	2	1	1	*	1
Poor selection; quality	10	9	8	9	7	8	6	10	10	7	7	7	7

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

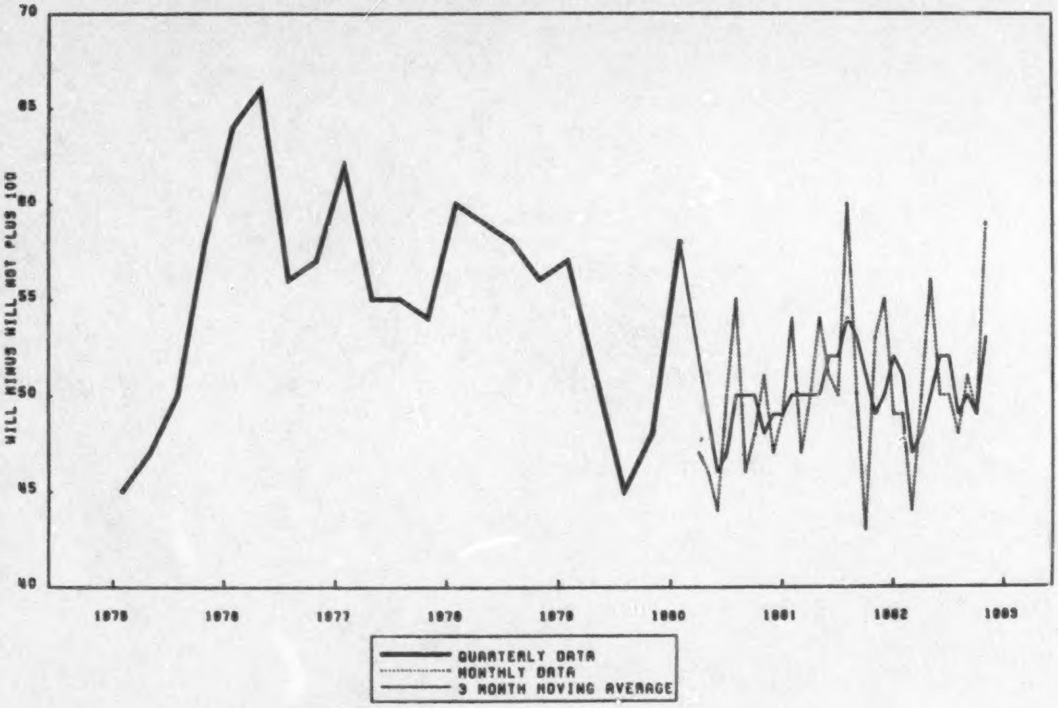


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

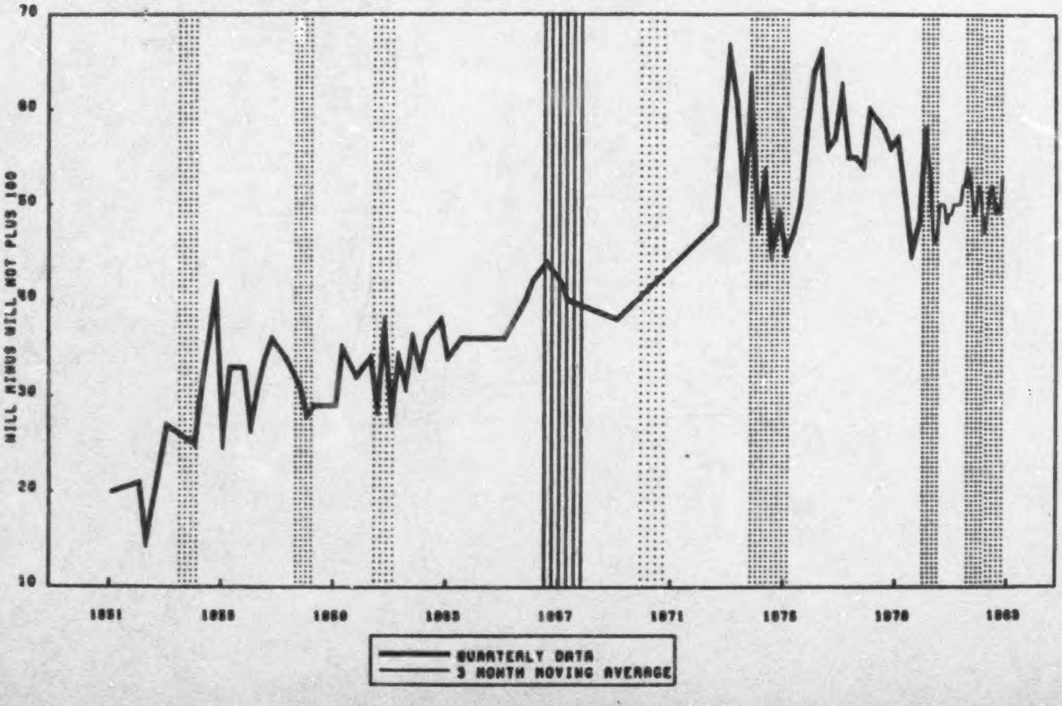


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROBABLY WILL BUY	19%	19%	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%
CHANCES ARE EVEN	6	7	8	7	7	6	8	7	8	7	5	7	8
PROBABLY WILL NOT BUY	66	64	67	68	70	67	63	68	66	68	67	67	62
DK,NA	9	10	9	8	9	10	10	7	10	9	10	10	9
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	25%	26%	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%
PURCHASE TYPE:													
Buy new	11	11	9	11	11	11	13	9	11	12	10	11	11
Buy used	12	13	13	11	9	11	11	13	11	9	12	11	15
Lease	*	1	1	1	*	1	1	2	1	1	*	1	2
DK,NA	2	1	1	1	1	*	2	1	1	1	1	*	1
PURCHASE TIMING:													
Next 3 months	2	1	5	3	1	4	4	2	6	4	2	4	4
Next 4-6 months	6	5	7	6	5	7	7	5	6	5	5	5	6
Next 7-9 months	8	10	6	7	5	6	7	6	3	3	4	5	8
10 months or more	4	6	3	5	6	2	3	7	4	4	7	5	7
DK,NA	5	4	3	3	4	4	6	5	5	7	5	4	4

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	66%	64%	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%
PURCHASE TYPE:													
Would buy new	34	33	36	37	38	39	34	37	38	40	37	39	34
Would buy used	29	29	30	28	31	26	28	29	25	27	29	27	26
DK,NA	3	2	1	3	1	2	1	2	3	1	1	1	2
PURCHASE TIMING:													
Less than 2 years	7	6	7	5	10	5	5	6	4	5	5	5	7
2 years	18	22	23	22	22	21	20	25	20	22	23	23	22
3 years	8	9	12	11	11	12	11	13	13	12	11	11	8
4 years or more	19	19	19	22	21	22	19	16	21	18	20	19	18
Indefinite	4	3	3	1	1	1	2	3	2	4	3	3	2
DK,NA	10	5	3	7	5	6	6	5	6	7	5	6	5

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

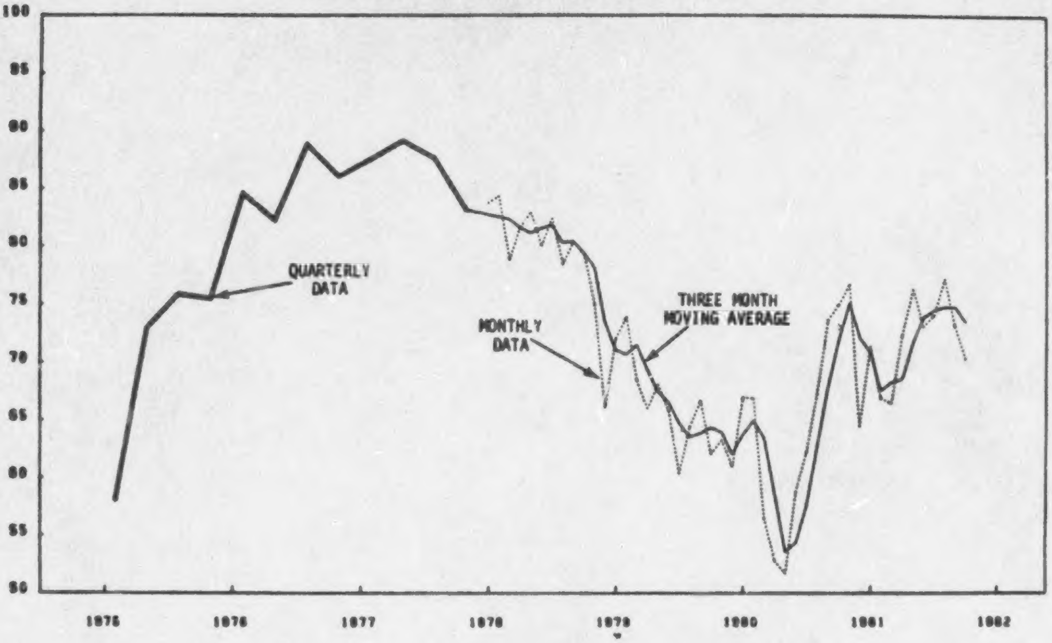
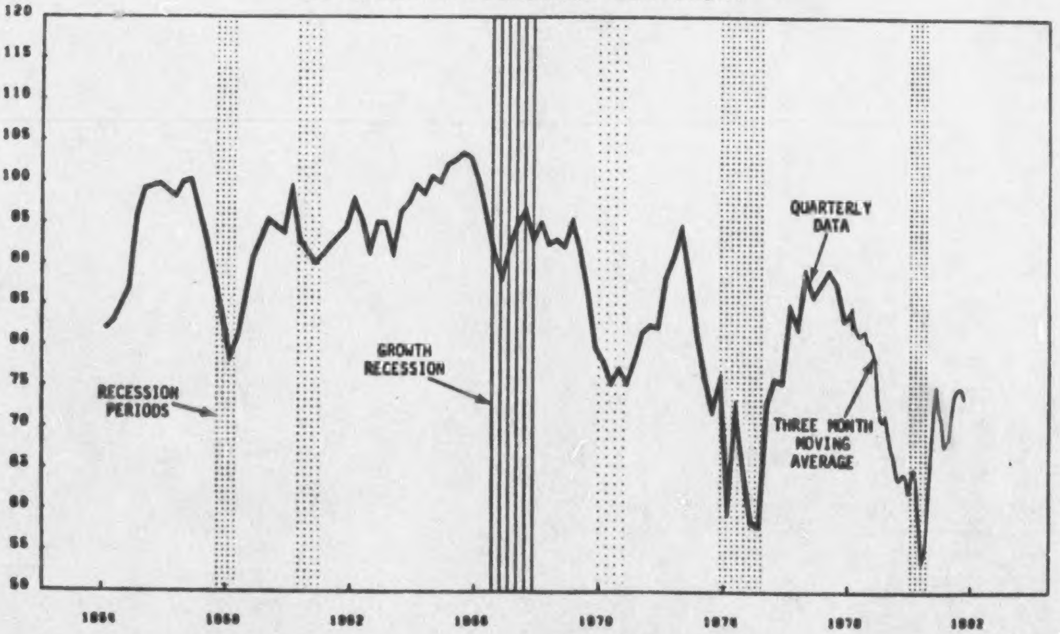


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1

12/6/82 U7475-2 A

December 3, 1982

NOVEMBER 1982 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

UNEMPLOYMENT WEAKENS INTEREST RATE STIMULUS

** In the November 1982 survey, the Index of Consumer Sentiment was 72.1, down insignificantly from 73.4 in October, but almost 10 Index-points above the year earlier reading (62.5). The overall improvement in consumer sentiment has resulted from offsetting shifts in consumer attitudes and expectations. Unemployment and income declines continued to depress consumer evaluations of current economic conditions in the November survey, while declines in inflation and interest rates have raised expectations for improvement in the year ahead.

** Among families with incomes of $20,000 and over, the Index figure rose to 79.3 in November 1982, up from 77.5 in October, and 67.2 in November 1981. Although the pace of improvement has differed among income subgroups in recent months, all income subgroups recorded more favorable expectations than one year earlier.

** Declines in current business conditions were reported in the November survey by 82 percent of all families, up from 75 percent in October, and 70 percent in November 1981. Unemployment remained the dominant concern of consumers, and was expected to remain at double digit levels in the year ahead. Nearly five times as many consumers in the November 1982 survey thought unemployment rather than inflation was the more serious economic hardship facing the nation, the widest margin ever recorded (76 versus 16 percent).

** Interest rate declines have led to an improved outlook for business conditions. Twice as many families expected business conditions to improve rather than worsen in the year ahead in the November 1982 survey (38 versus 19 percent). Interest rates were expected to further decline in the year ahead by 45 percent of all families, while 25 percent expected renewed increases. Long term business expectations have also improved, and were more favorable in November 1982 than in the preceding two years. Despite this improvement, more families expected bad rather than good times financially in the years ahead due to persistently high unemployment (47 versus 33 percent).

** The current financial situation of households weakened in the November survey due to unemployment and income declines. Among all families, 46 percent reported that their financial situation had worsened, up from 39 percent in October. Fewer consumers reported financial improvements in November 1982: 31 percent down from 34 percent in October. When aksed to explain how their financial situation had changed, declines in household incomes were reported by one-in-four families in the November 1982 survey, the highest level recorded during the past two decades. At the same time, because of declines in inflation, twice as many families expected their financial situation to improve rather than worsen in the year ahead.

** Consumer buying attitudes have improved significantly during the past several months due to interest rate reductions. The November 1982 survey recorded the fourth consecutive month of improvement in attitudes toward buying conditions for houses. Favorable house buying attitudes rose to 38 percent in November 1982, up from just 15 percent in July and 16 percent in November 1981. Although unfavorable attitudes toward the housing market still predominate, the proportion has

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declined to 56 percent in November from 76 percent in July and 79 percent one year earlier. Complaints about high mortgage rates fell to 49 percent in November 1982, from 82 percent in July and 83 percent in November 1981. References to the availabilty of lower mortgage rates rose to 30 percent in November, up from just 4 percent in July 1982.

** Attitudes toward car buying conditions also benefited from interest rate reductions. References to high interest rates on auto loans fell to 19 percent in the October and November surveys from the peak level of 32 percent recorded in July 1982. Although references to high interest rates did not decline during the past month, references to the availability of reduced interest rates on auto loans rose from 11 percent in October to 20 percent in November. As a consequence, for the first time in several years more families cited lower rather than higher interest rates when asked about car buying conditions. Overall, attitudes toward buying conditions for cars were evenly balanced in the November 1982 survey, with favorable evaluations held by 46 percent of all families, and unfavorable views held by an equal percentage.

** The improvement in attitudes toward the house and car markets did not extend to market conditions for large household durables. Attitudes toward buying conditions for durables have shown only marginal improvement in recent months, and remained near record low levels. Among all families, 47 percent thought buying conditions for durables were favorable in the November 1982 survey, up only slightly from 43 percent one year earlier. Many fewer respondents mentioned the availability of lower interest rates on purchases of household durables (5 percent) than for houses (30 percent) or cars (20 percent).

** Although still widespread, postponement of purchases due to high interest rates declined in the November 1982 survey to 33 percent from 35 percent in October and 37 percent in November 1981. Compared with one month earlier the proportion of families that reported postponement of vehicle purchases fell from 15 to 13 percent, and postponed housing purchases fell from 10 to 8 percent. In contrast, the proportion that reported the postponement of household durables rose from 8 percent in October to 12 percent in November 1982.

** For the first time in more than two decades, in the November 1982 survey proportionately more families expressed attraction to lower prices rather than expressed aversion to high prices when asked to evaluate current buying conditions. A favorable balance of opinion on market prices was recorded in November for the housing (17 versus 16 percent), car (28 versus 25 percent), and durables markets (31 versus 18 percent).

* * *

The most distinctive aspect of recent trends in consumer sentiment has been the sharp divergences produced by changes in unemployment, inflation, and interest rates. While declines in consumer loan rates will release pent-up demand, the increase in consumer sales will be constrained by cautious spending plans dictated by concerns with unemployment. A modest but cumulative recovery in consumer sales during 1983 will depend both on sustained declines in consumer loan rates as well as on renewed growth in household incomes.

A more detailed analysis of recent trends in consumer attitudes and expectations is presented in the accompanying paper.

1/11/83 U7475-2 A

SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

DECEMBER 1982

MONITORING
ECONOMIC CHANGE
PROGRAM

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

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TABLES AND CHARTS

DECEMBER 1982

The December 1982 survey is the 171st in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

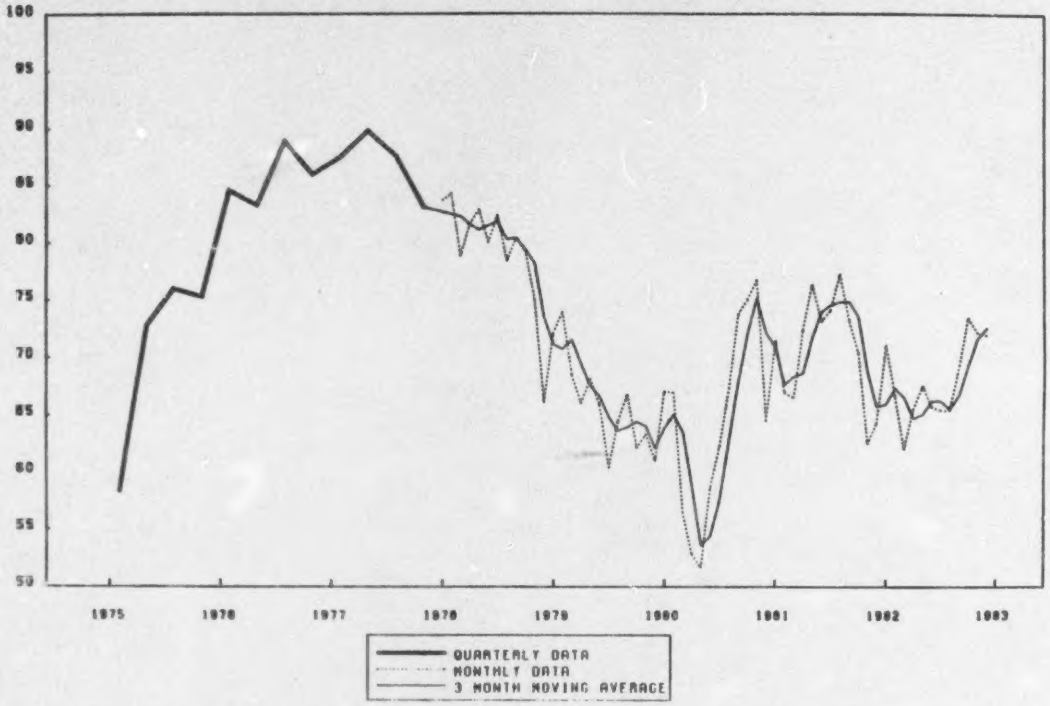

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

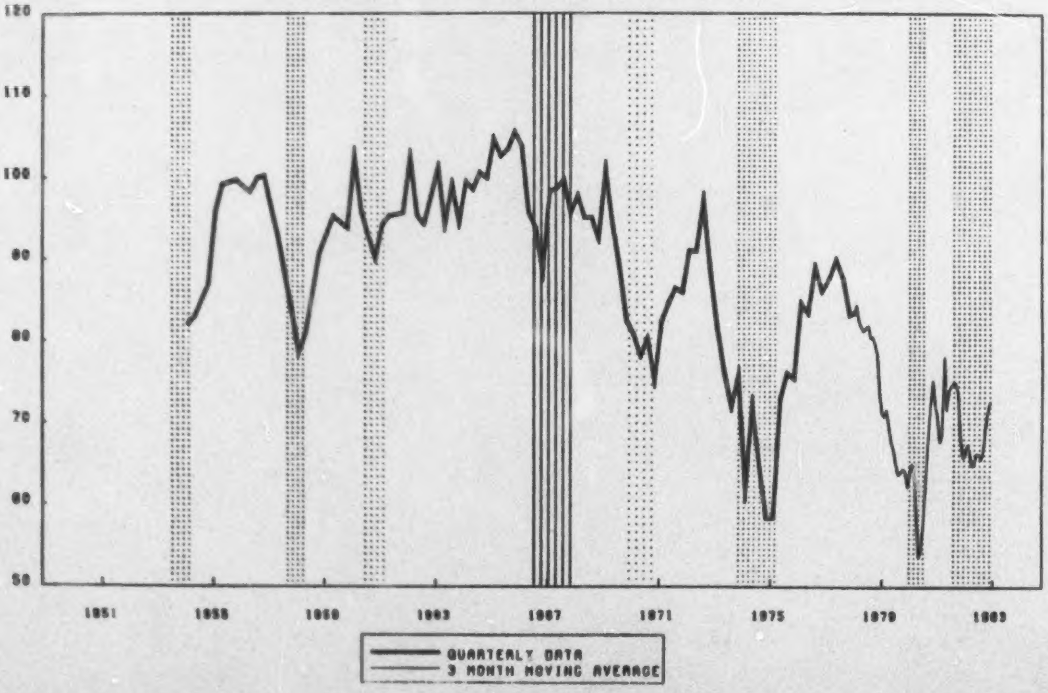

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
December 1979	61.0	66.2	73.2
January 1980	67.0	70.8	70.9
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

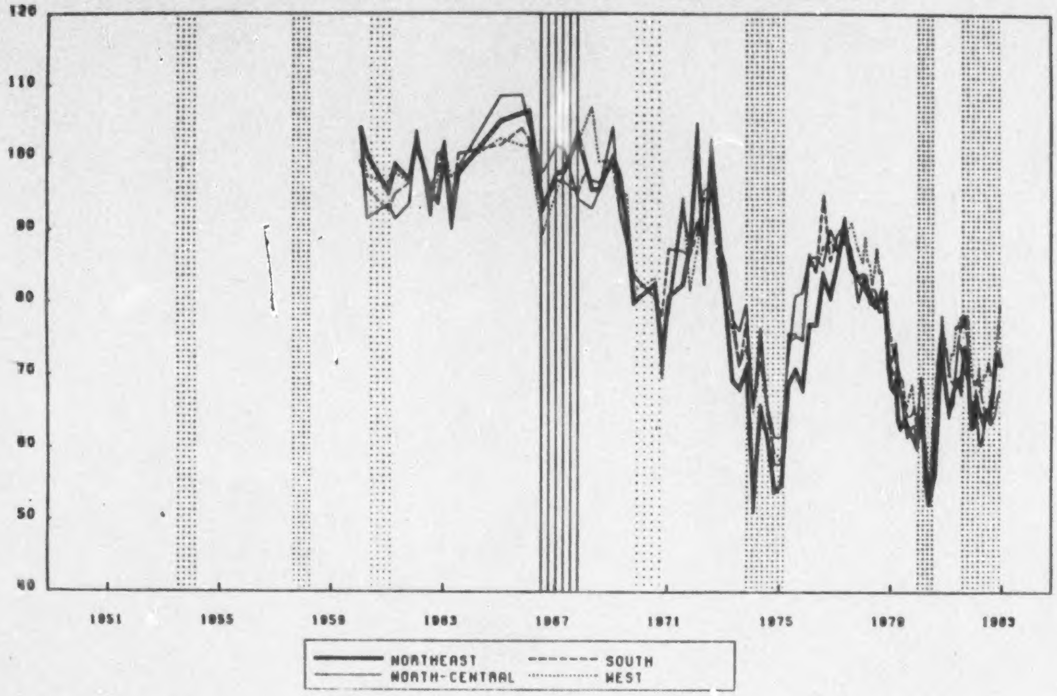

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

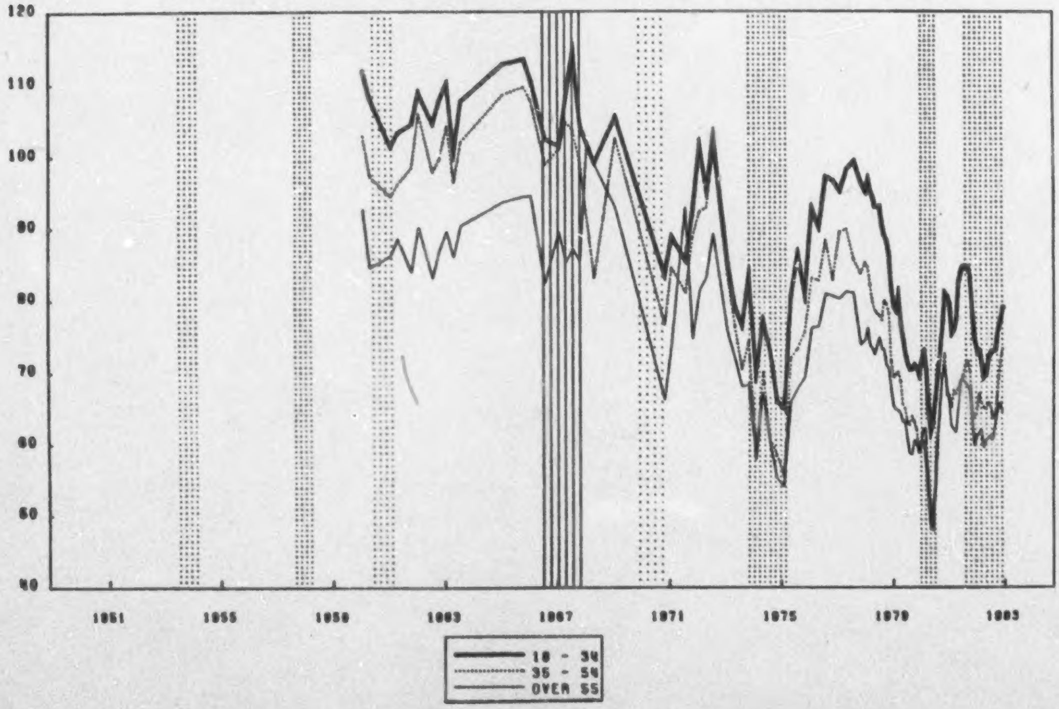

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
December 1979	61.7	59.5	59.7	64.6	68.1	57.1	59.3
January 1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February 1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March 1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April 1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May 1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December 1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

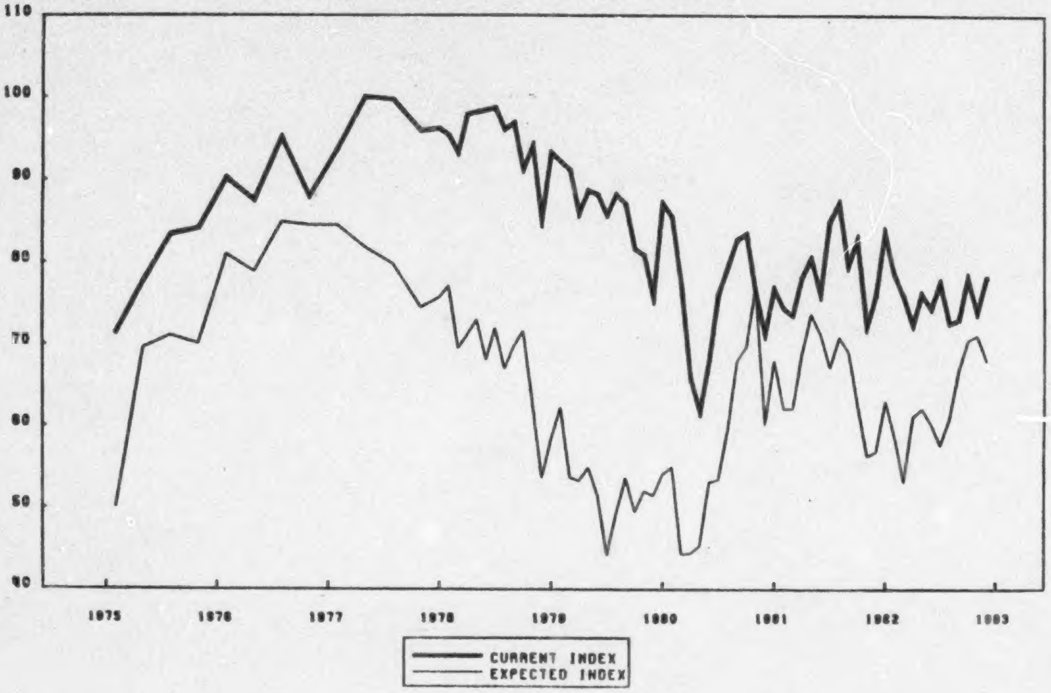

CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

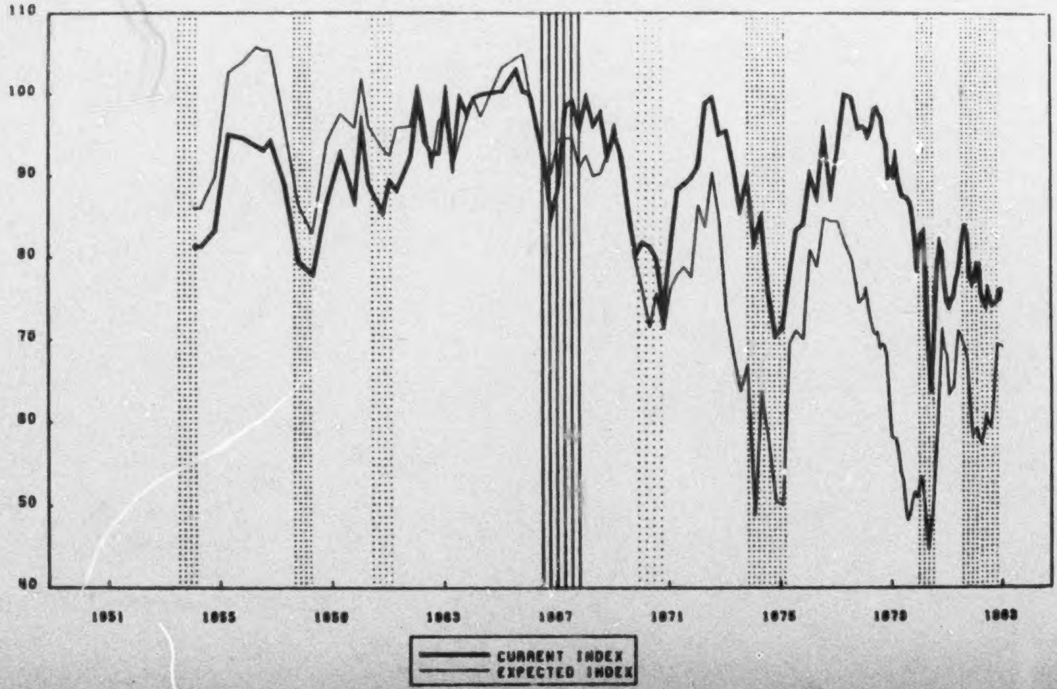

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
	Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
December 1979	83	101	50	50	110	75.8	51.5
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

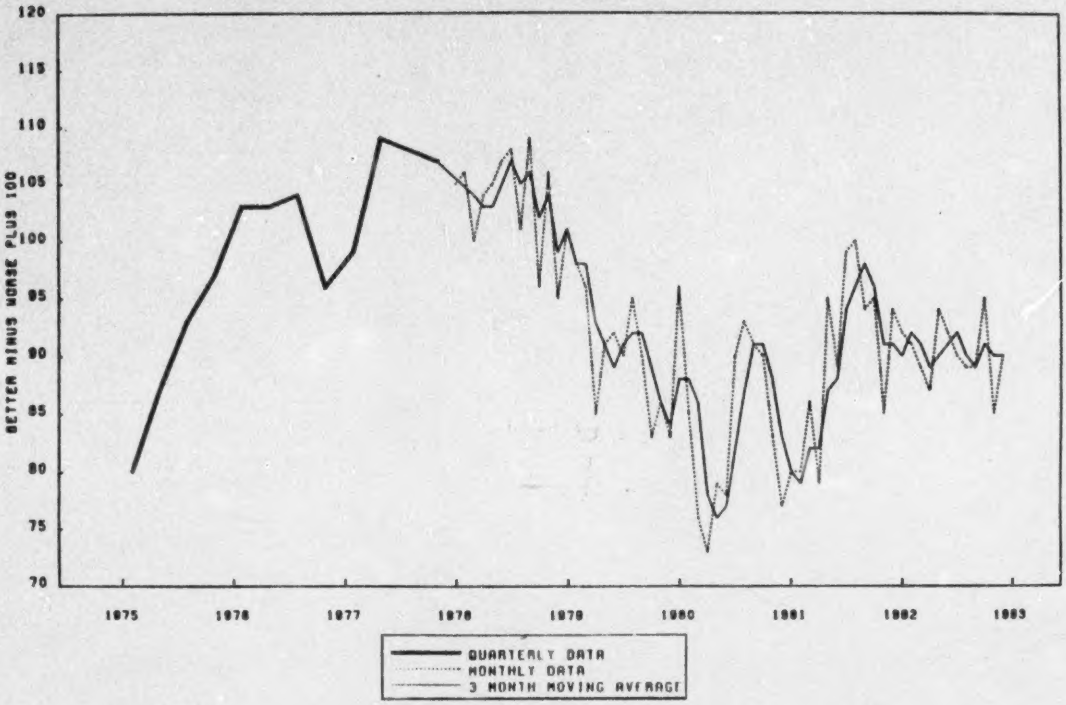

CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

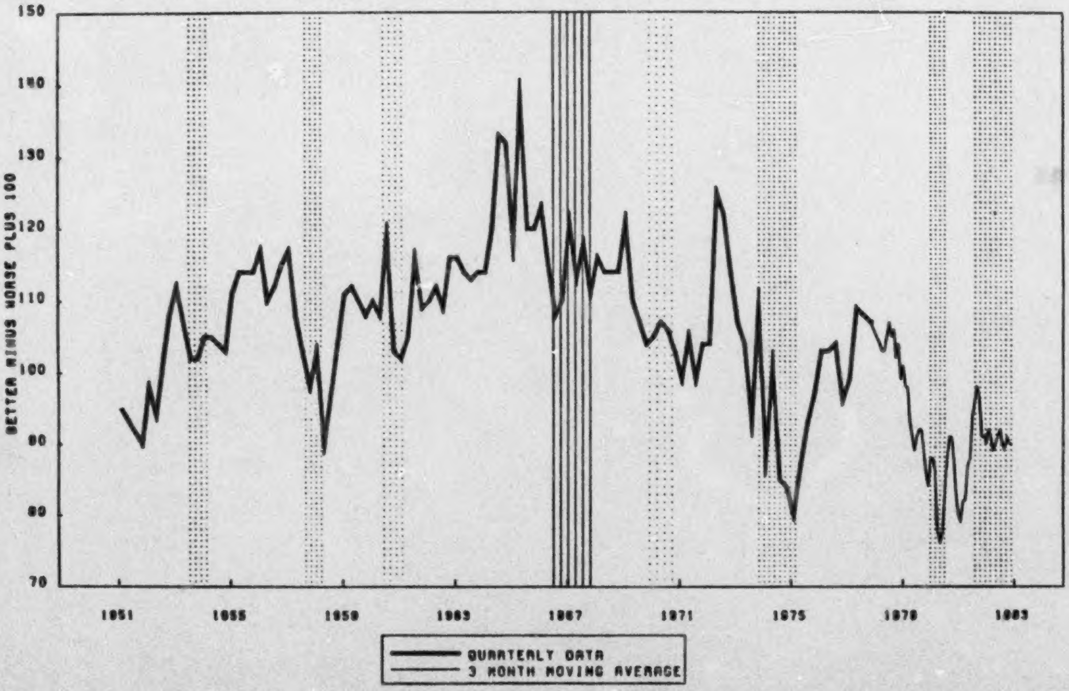

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF	32%	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%
SAME	29	28	30	27	33	32	32	28	30	27	27	23	34
WORSE OFF	38	40	39	42	40	37	38	41	40	42	39	46	38
DK,NA	1	*	1	*	*	*	*	*	1	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

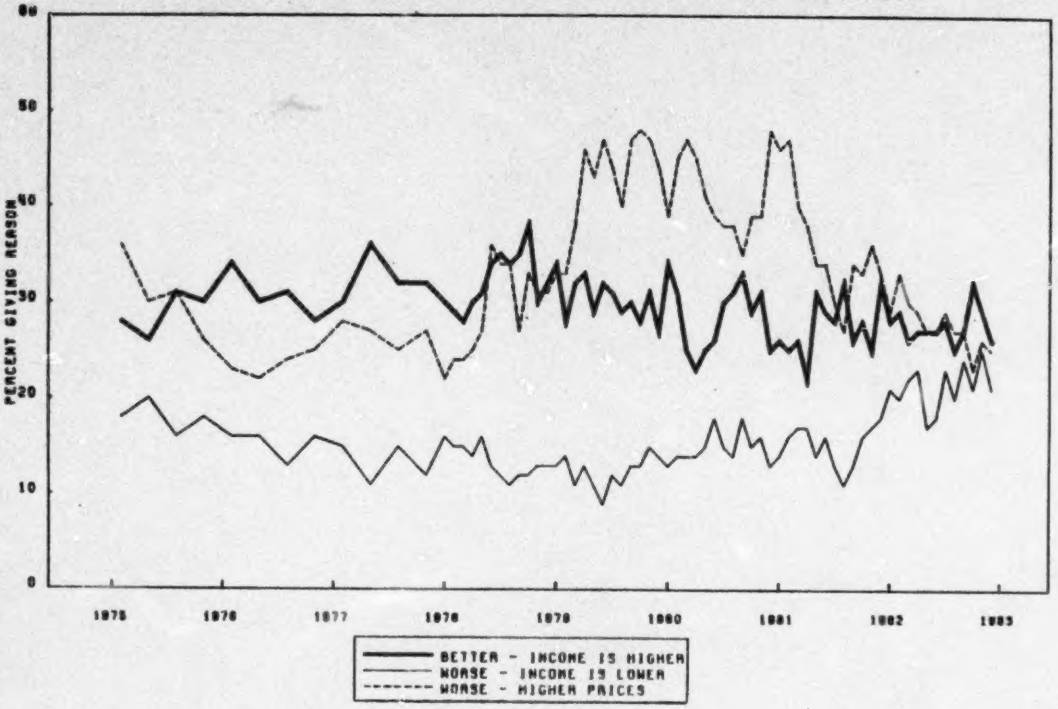

CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

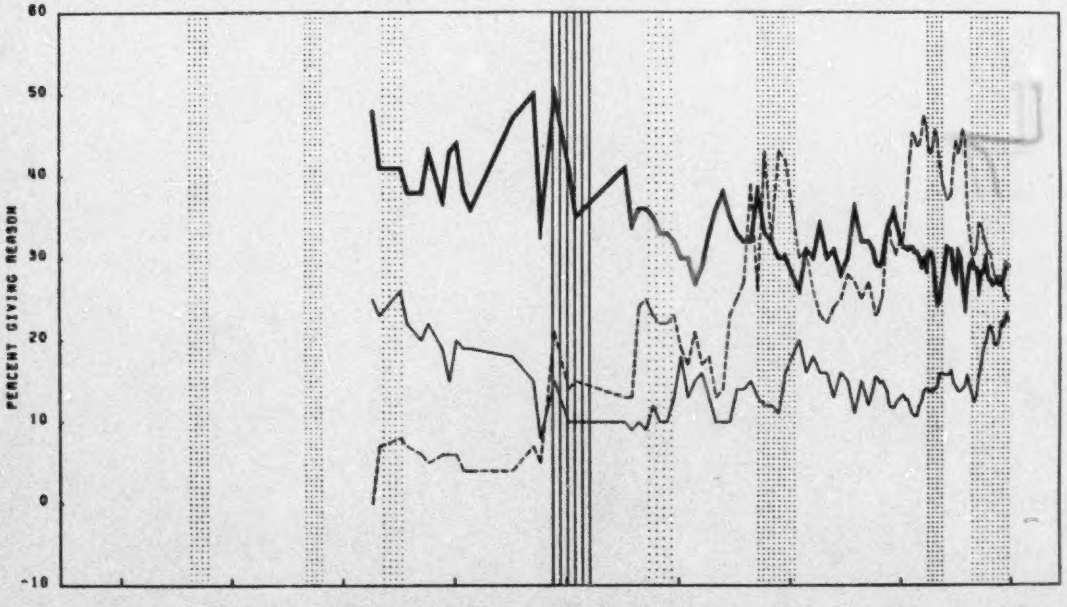

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF THAN YEAR AGO:													
Income is higher	32%	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%
WORSE OFF THAN YEAR AGO:													
Income is lower	18	21	20	22	23	17	18	23	20	24	21	25	21
Higher prices	33	29	33	30	29	27	27	29	27	27	23	26	25

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

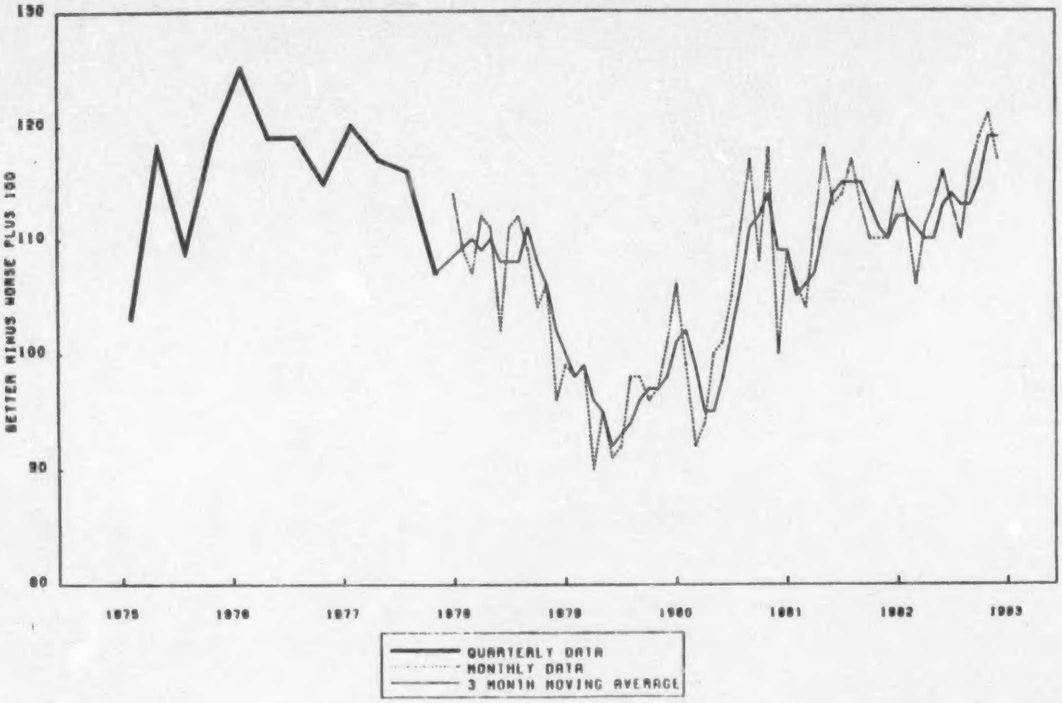

CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

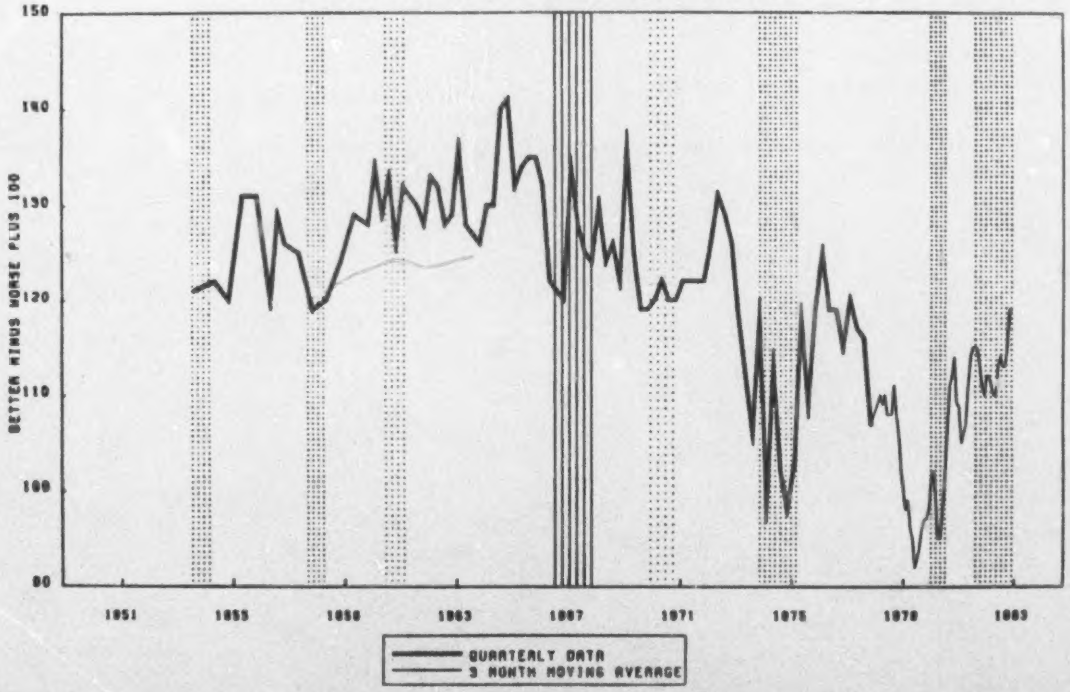

TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF	30%	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%
SAME	48	46	47	48	45	49	45	49	46	48	45	43	46
WORSE OFF	20	18	18	21	20	17	18	17	20	17	16	16	17
DK,NA	2	3	5	4	4	4	3	4	4	2	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

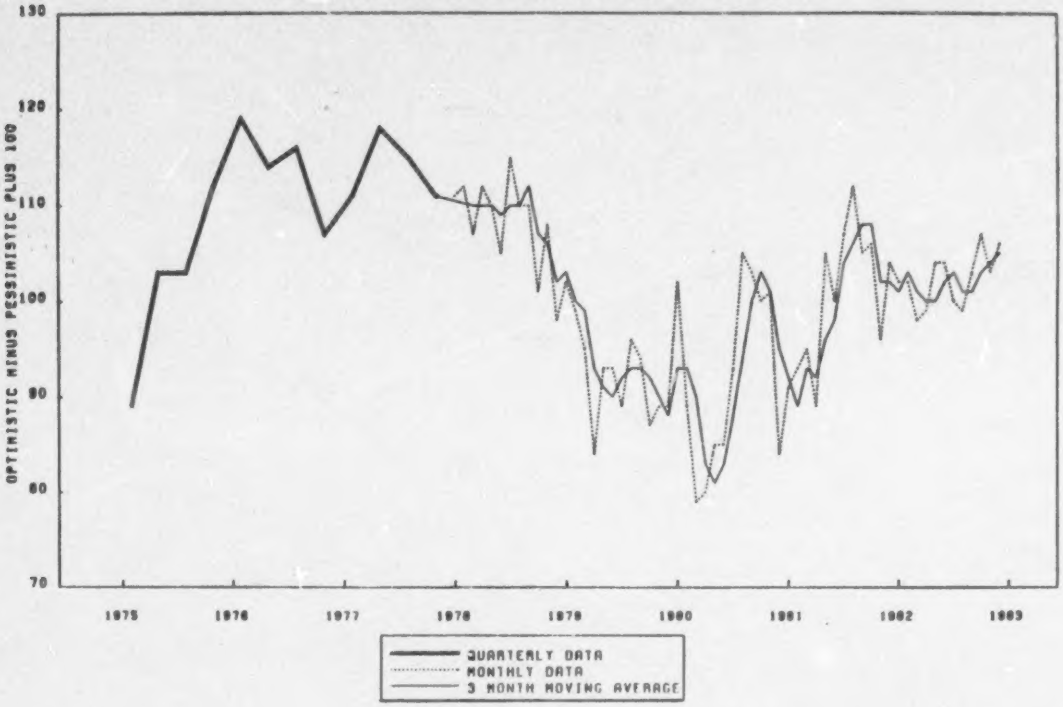

CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

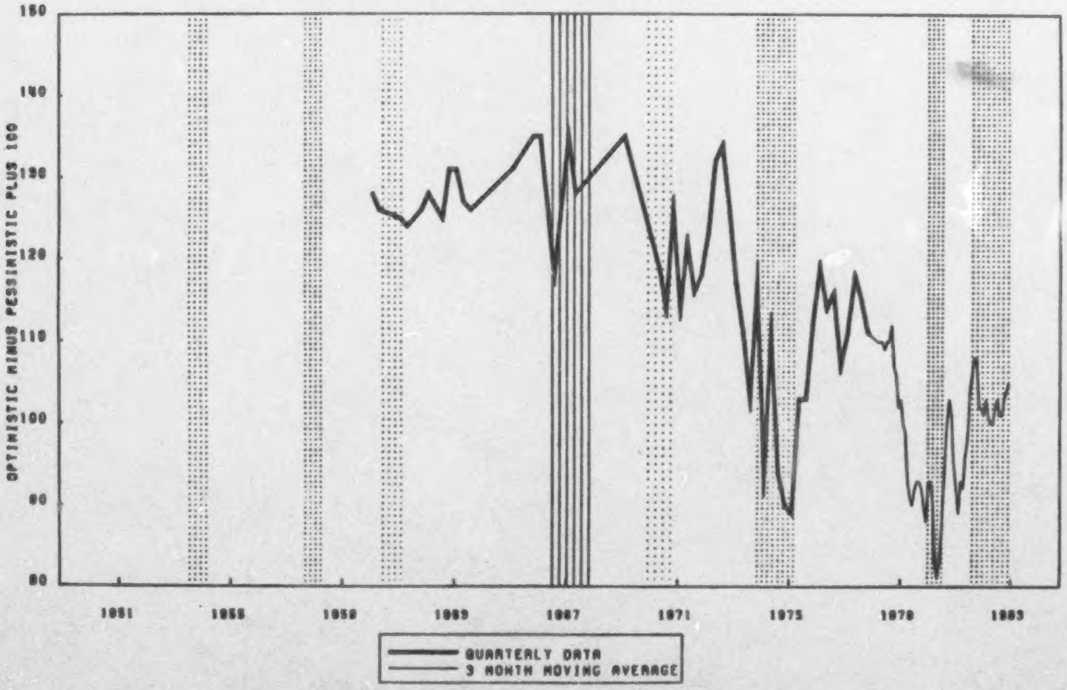

TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	13%	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%
Intermittent increase (b)	25	21	19	22	20	23	22	19	18	21	20	19	22
Remain unchanged (c)	14	15	18	14	17	17	16	17	18	16	14	12	18
Intermittent decline (d)	22	23	20	22	21	22	23	23	21	22	21	22	18
Continuous decline (e)	12	11	12	13	12	11	9	11	13	11	10	10	12
Mixed change (f)	11	12	11	14	14	9	13	11	11	12	12	18	13
DK,NA	3	3	5	4	4	4	3	4	4	3	5	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

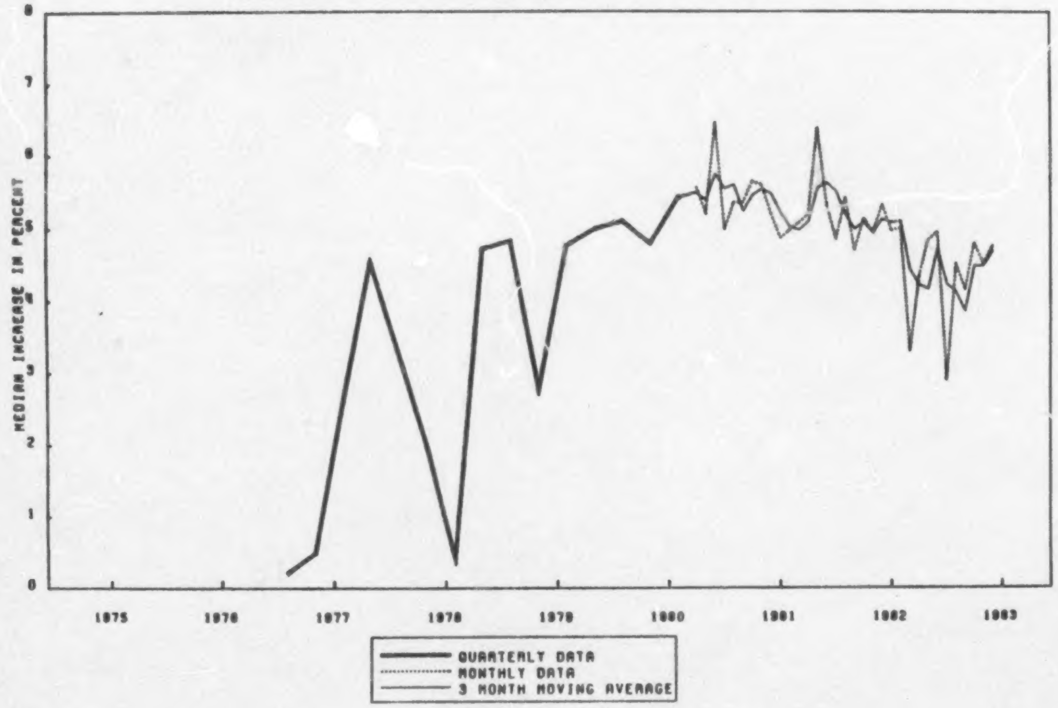

TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
EXPECT INCREASE:													
1-4%	5%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%
5%	9	10	9	8	10	9	11	8	7	9	9	9	10
6-9%	10	11	12	9	8	11	13	10	12	9	11	7	9
10-24%	24	22	22	19	19	20	20	17	18	21	18	19	22
25% or more	8	7	6	7	7	8	7	6	7	7	8	9	7
DK how much up	6	4	6	6	6	7	4	6	6	4	7	6	4
EXPECT SAME	21	23	25	25	24	24	21	27	24	30	23	27	24
EXPECT DOWN	15	14	13	18	18	15	17	16	15	13	14	14	17
DK,NA	2	2	2	3	1	1	1	1	3	1	3	3	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

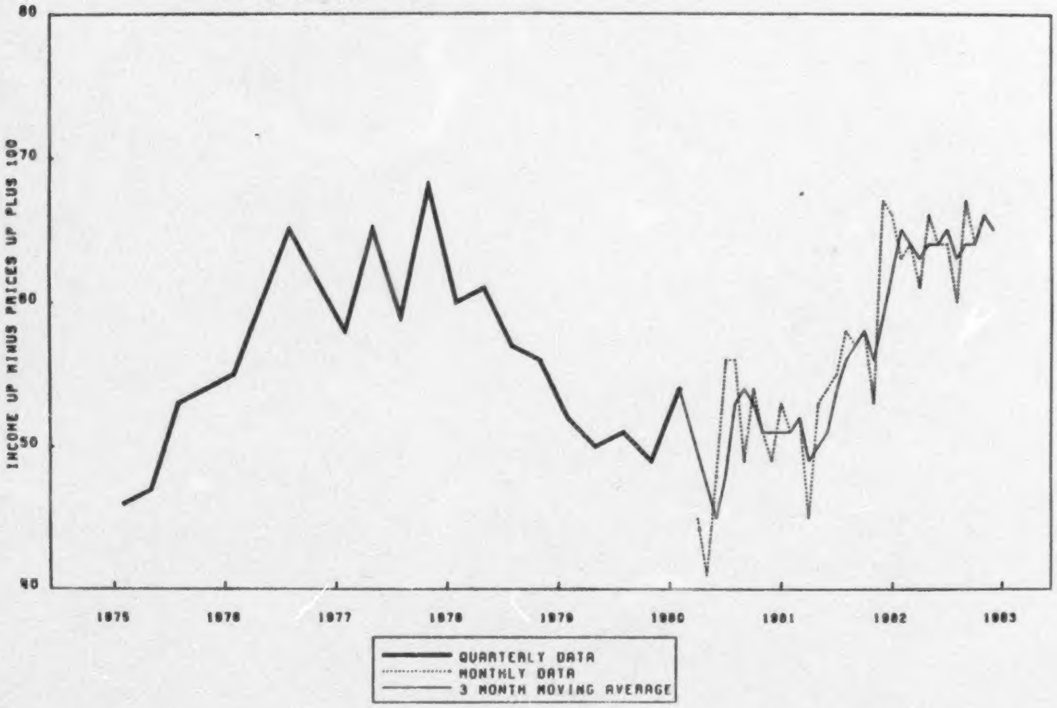

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
INCOME UP MORE	17%	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%
INCOME UP SAME	32	30	30	31	32	29	31	29	30	32	27	33	35
PRICES UP MORE	50	51	53	52	53	52	52	53	54	50	54	50	49
DK,NA	1	2	1	1	1	1	1	1	2	1	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

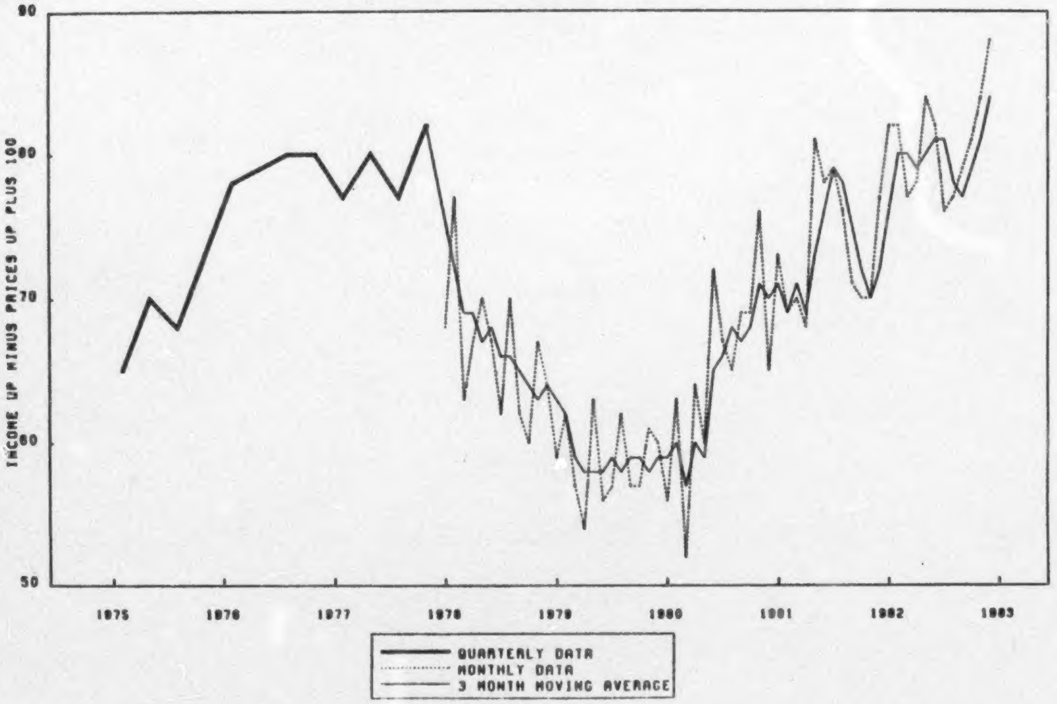

TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
INCOME UP MORE	17%	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%
INCOME UP SAME	41	45	40	41	42	43	43	41	40	37	42	42	44
PRICES UP MORE	40	35	38	39	39	35	36	40	40	41	37	35	33
DK,NA	2	3	2	4	2	3	3	3	3	2	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

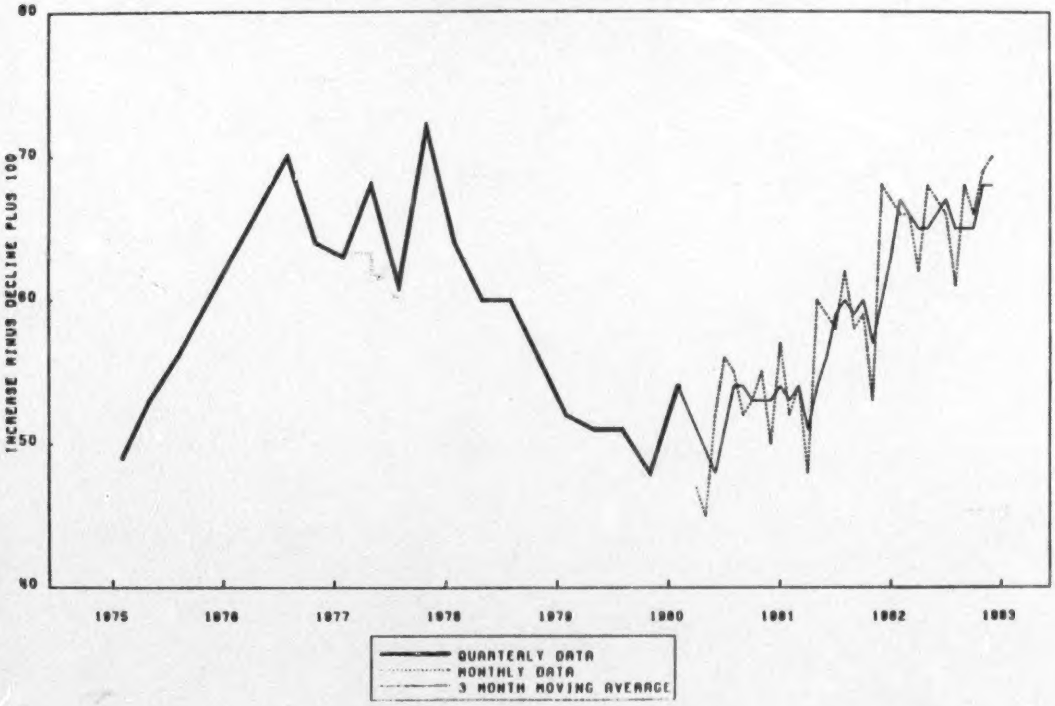

TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%
Intermittent increase (b)	12	11	9	10	9	8	11	11	8	12	10	10	11
Remain unchanged (c)	19	19	20	20	19	20	19	19	19	18	17	19	21
Intermittent decline (d)	22	25	22	21	25	24	24	21	23	21	23	25	25
Continuous decline (e)	30	28	30	30	30	26	28	32	32	32	30	25	24
Mixed change (f)	6	5	8	8	6	9	7	5	6	5	8	7	7
DK,NA	3	3	2	4	3	3	3	4	4	3	3	5	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

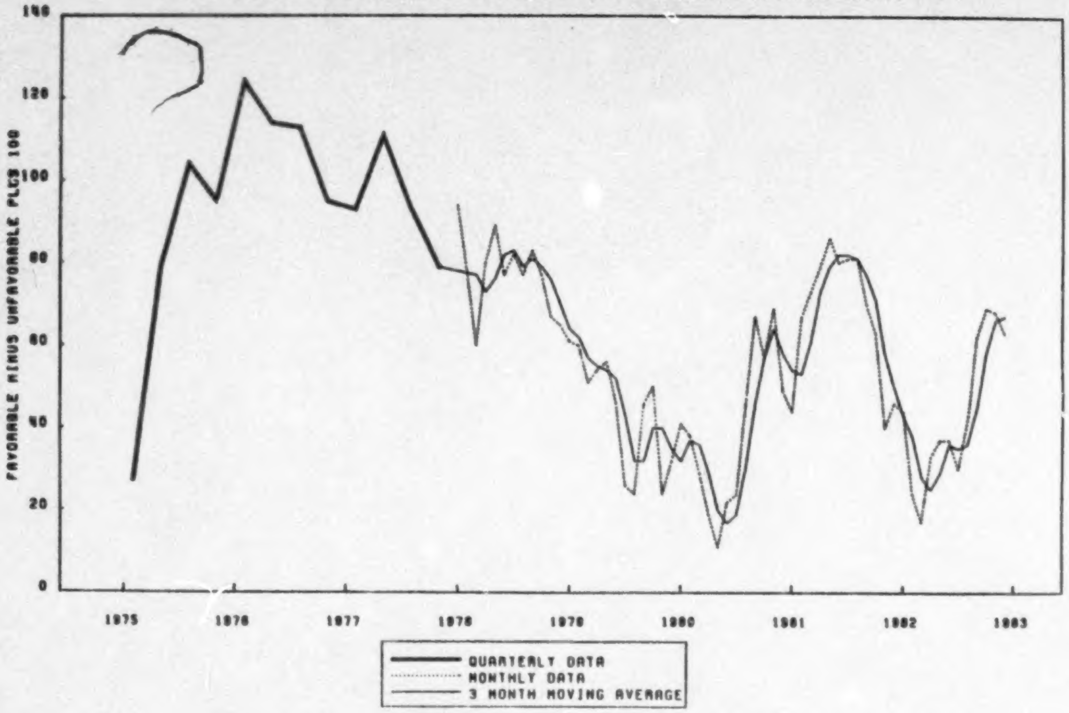

CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

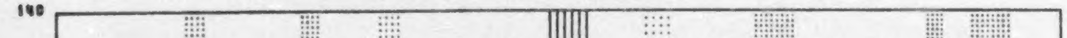

TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE NEWS	23%	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%
UNFAVORABLE NEWS	77	79	96	101	90	86	87	90	86	78	70	72	76
NO MENTIONS	37	33	29	26	29	31	31	31	26	26	29	29	27

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

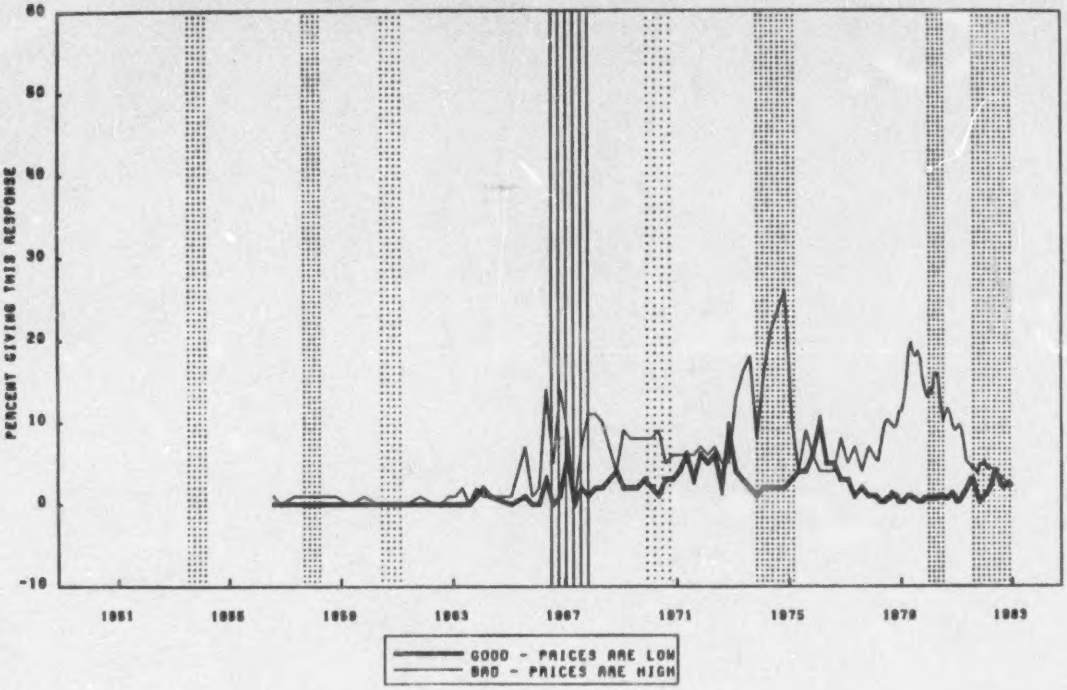

CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

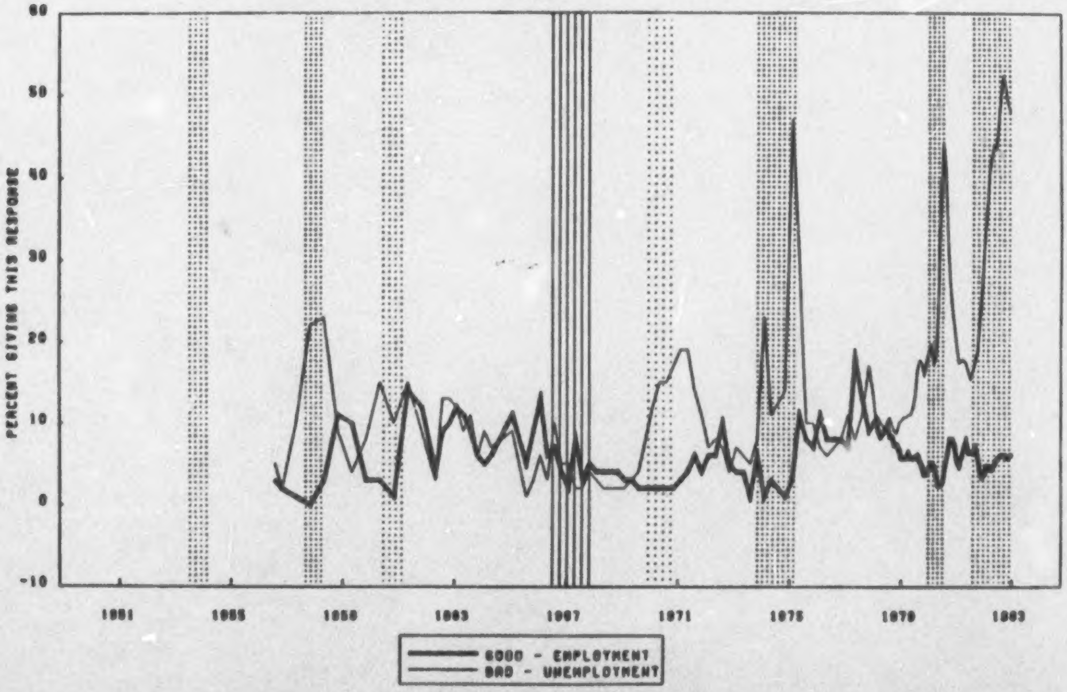

TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE NEWS:													
Government; elections	4%	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%
Employment	4	5	5	4	4	6	6	5	7	6	5	6	7
Consumer demand high	1	1	*	*	2	2	3	2	3	1	2	2	3
Prices are low	1	2	1	2	4	5	3	2	2	2	3	2	2
Credit is easy	10	6	5	3	5	3	2	3	9	17	17	18	15
UNFAVORABLE NEWS:													
Government; elections	4	5	6	7	5	4	4	4	4	4	3	2	3
Unemployment	32	35	40	46	41	45	44	52	53	52	48	47	49
Consumer demand low	11	11	14	12	11	8	9	8	6	5	5	7	8
Prices are high	4	5	4	5	4	4	4	3	3	4	1	3	2
Credit is tight	8	6	8	10	10	6	8	9	6	3	3	1	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

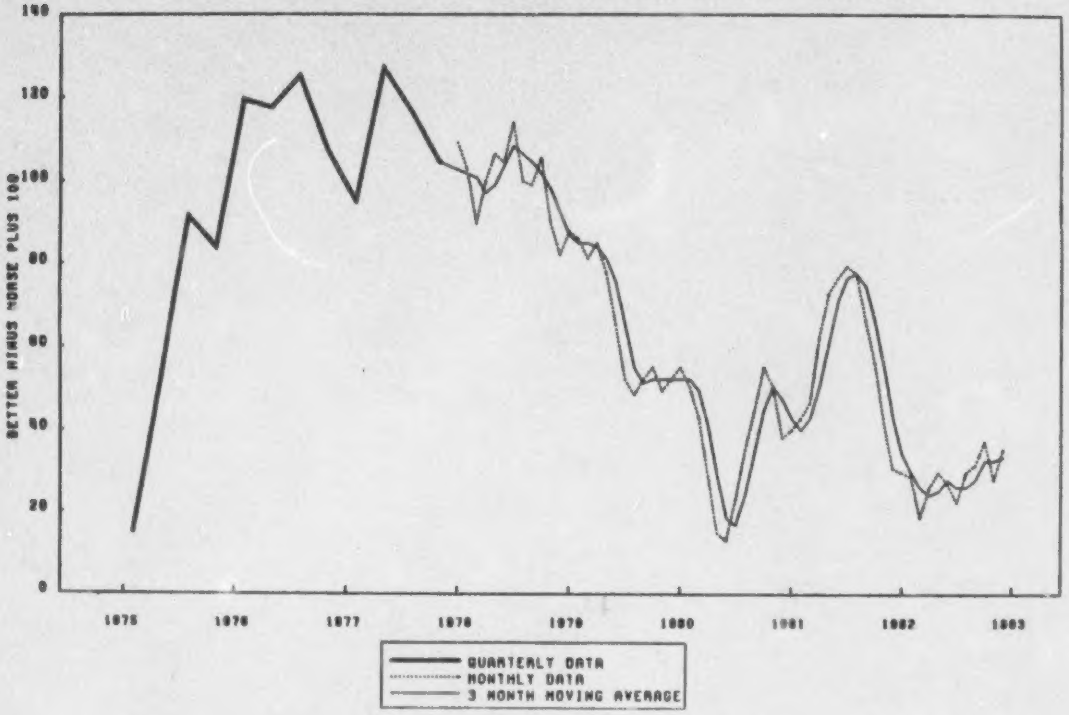
CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

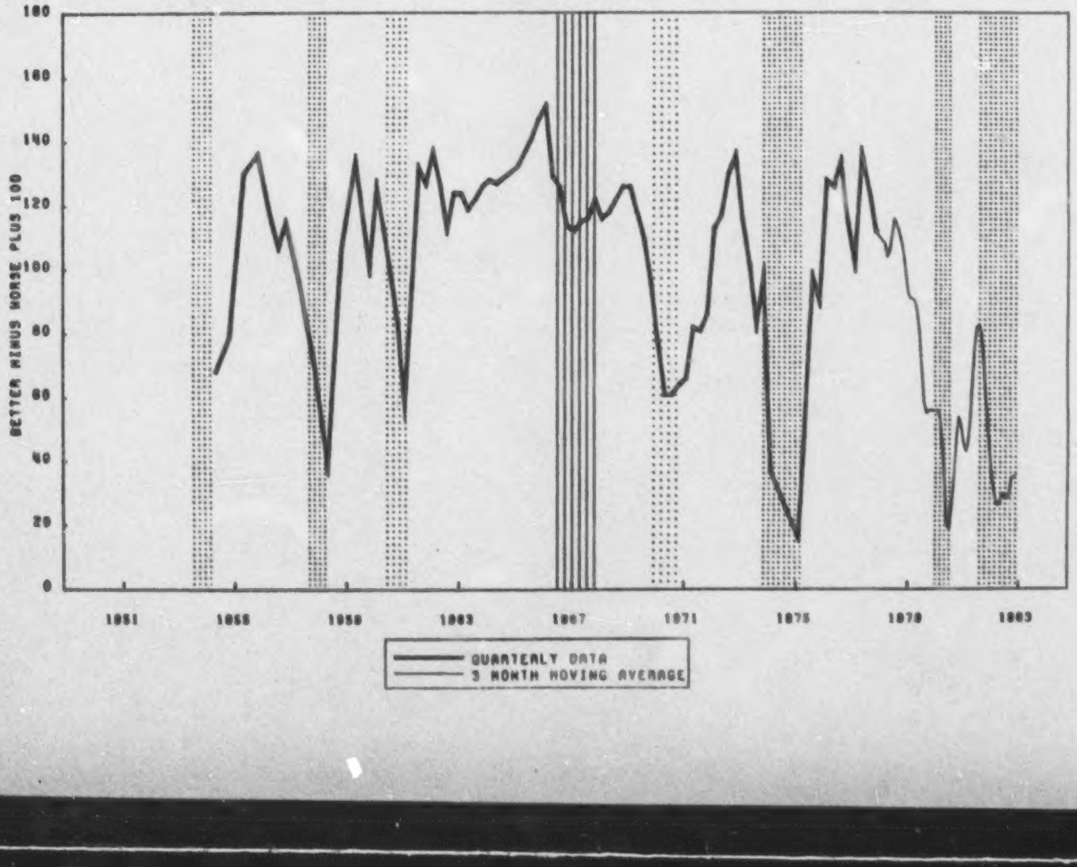
CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER NOW	13%	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%
SAME	6	8	8	5	9	6	6	8	6	8	9	5	9
WORSE NOW	80	79	80	87	81	80	82	83	80	79	75	82	76
DK,NA	1	2	1	1	1	2	1	2	2	*	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED' CHANGE IN BUSINESS CONDITIONS IN A YEAR

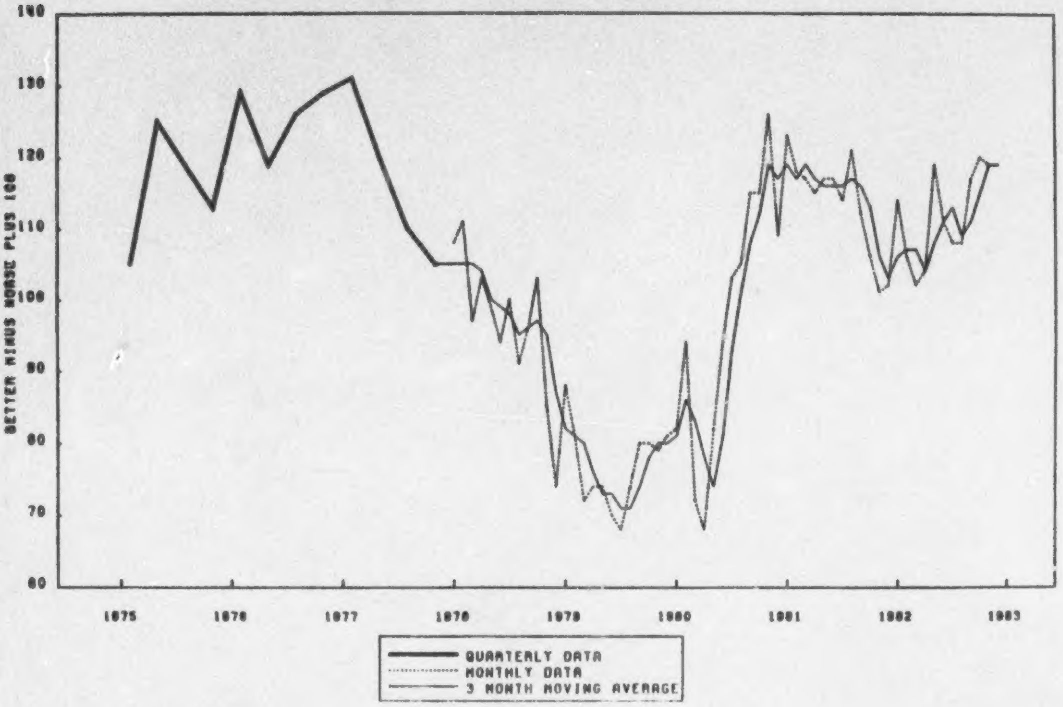

CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

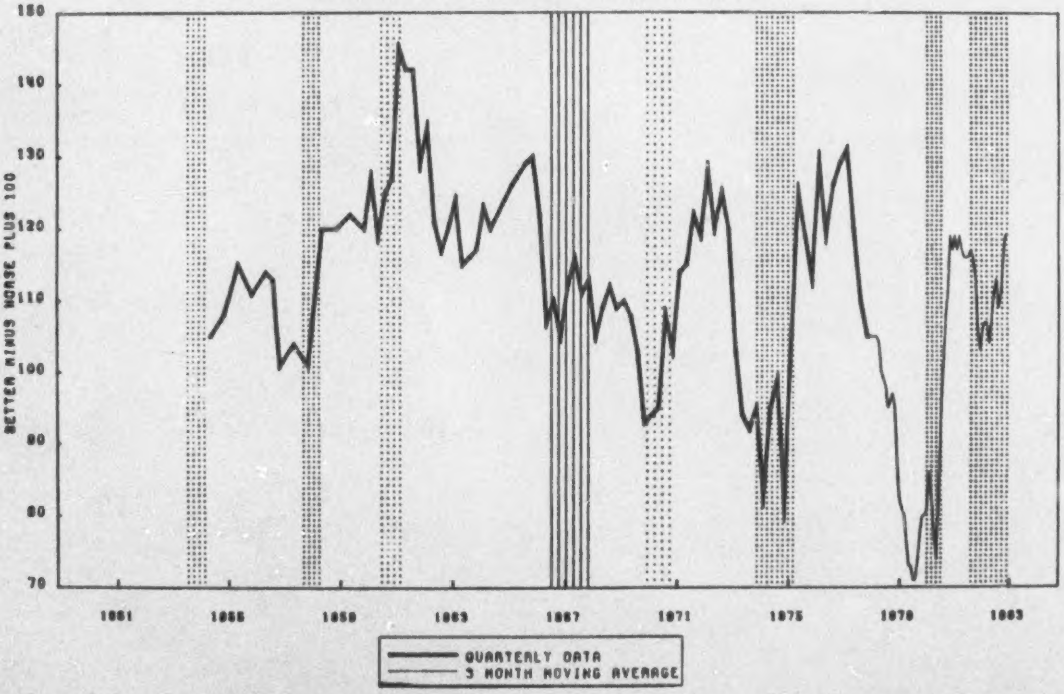

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER	31%	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%
SAME	37	36	36	42	38	39	34	41	43	43	36	41	41
WORSE	29	24	28	27	28	20	26	25	23	19	20	19	20
DK,NA	3	2	2	2	2	2	3	1	3	2	4	2	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

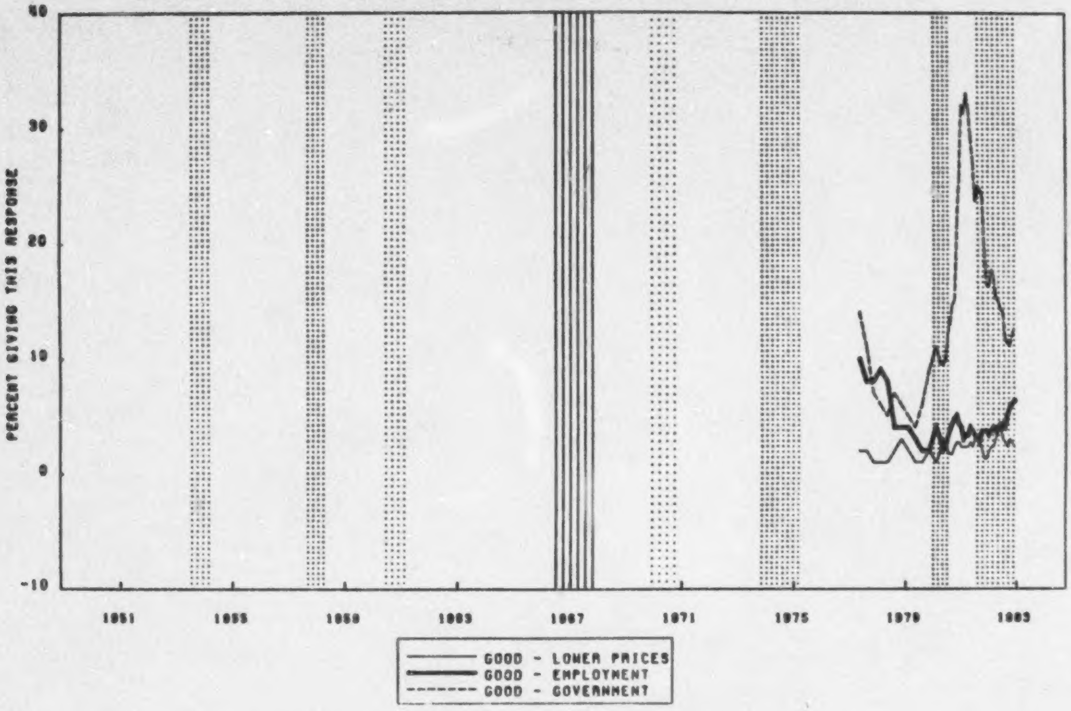

CHART16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

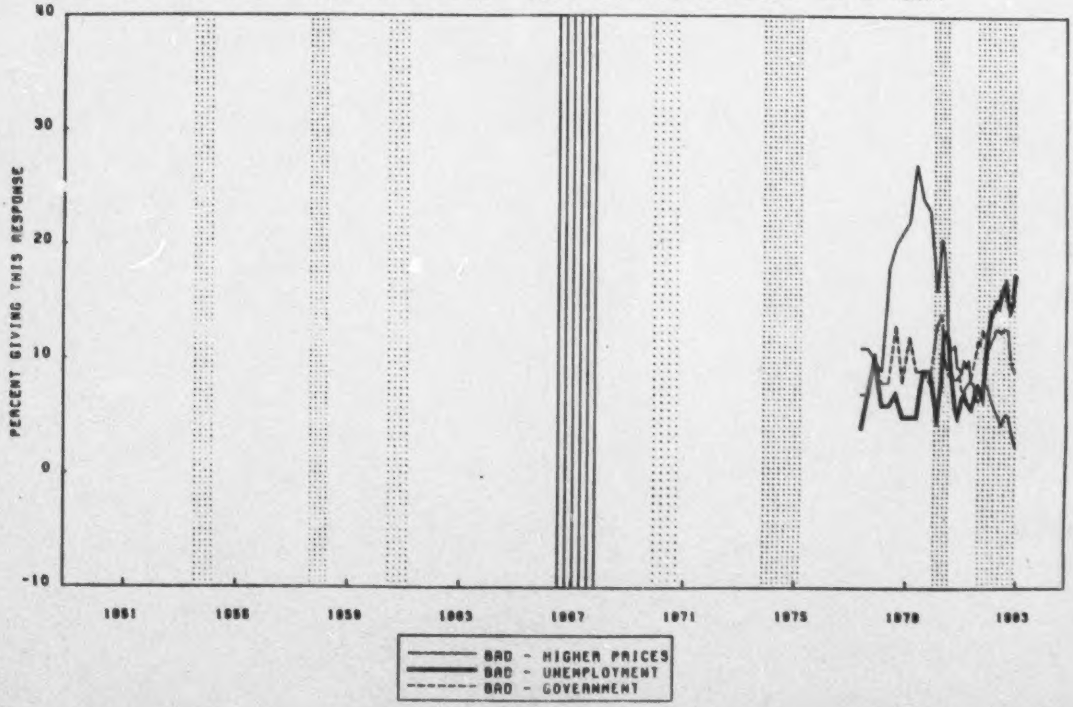

TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE REASONS:													
Government; elections	15%	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%
Employment	2	5	4	3	4	5	4	4	4	7	6	5	8
Higher consumer demand	3	3	2	3	3	4	6	3	3	3	4	4	6
Lower prices	2	3	2	2	5	4	3	2	2	3	4	1	2
Easier credit	9	5	5	7	7	10	9	5	8	13	15	12	12
UNFAVORABLE REASONS:													
Government; elections	12	11	12	13	13	12	12	14	12	12	8	8	11
Unemployment	15	12	16	15	14	15	18	16	16	13	14	18	20
Lower consumer demand	7	6	7	9	7	4	6	5	3	5	3	5	5
Higher prices	8	5	6	6	4	4	5	6	5	4	3	2	2
Tighter credit	4	4	7	7	5	6	10	9	6	7	3	3	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

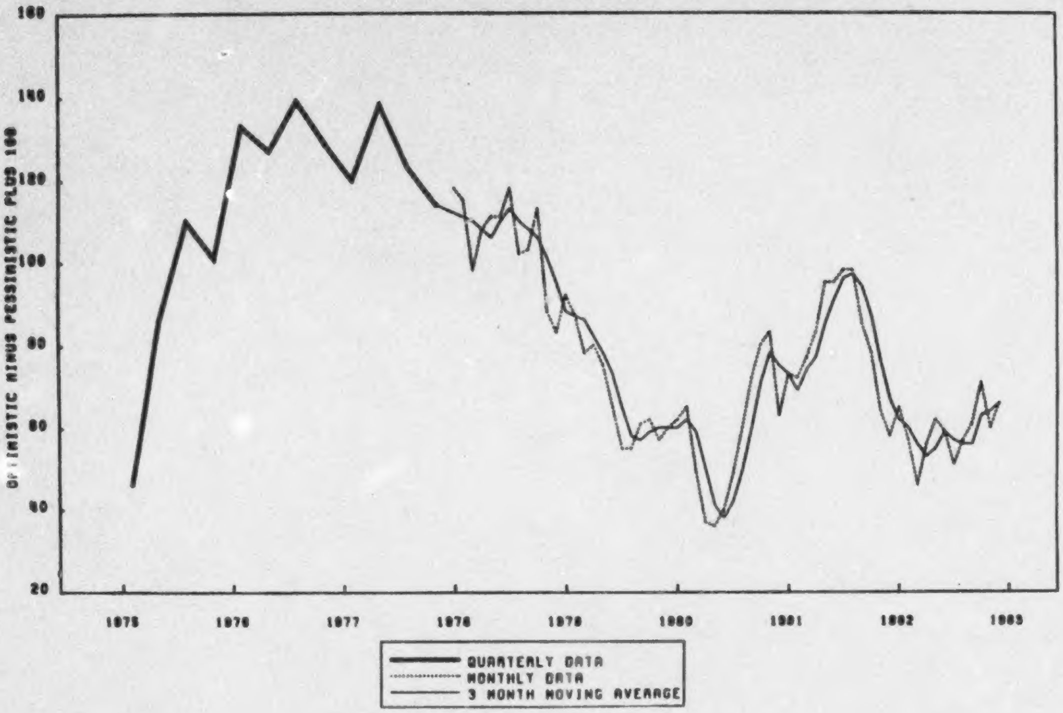

CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

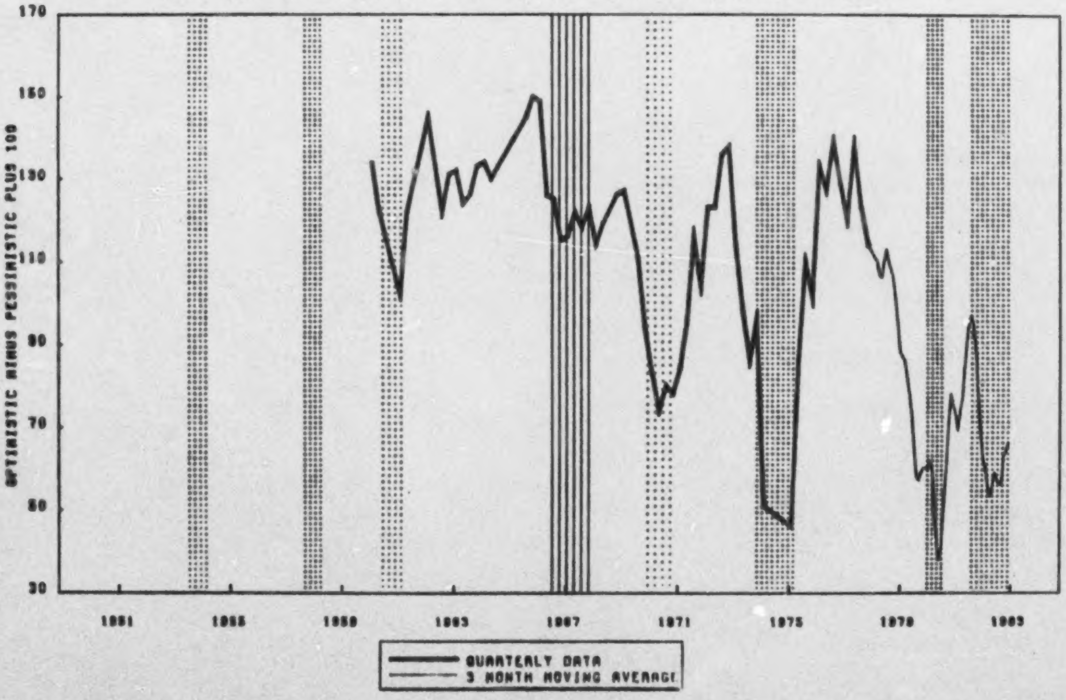

TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
TREND:													
Continuous increase (a)	5%	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%
Intermittent increase (b)	8	9	6	5	7	6	6	5	7	6	9	7	9
Remain unchanged (c)	3	3	4	2	4	3	2	3	3	4	3	1	4
Intermittent decline (d)	29	27	30	37	30	33	29	36	35	36	29	37	33
Continuous decline (e)	26	23	25	26	26	19	24	23	22	17	19	18	18
Mixed change (f)	25	29	26	23	24	28	30	25	22	27	26	27	27
DK,NA	4	3	3	3	4	3	3	3	4	2	4	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

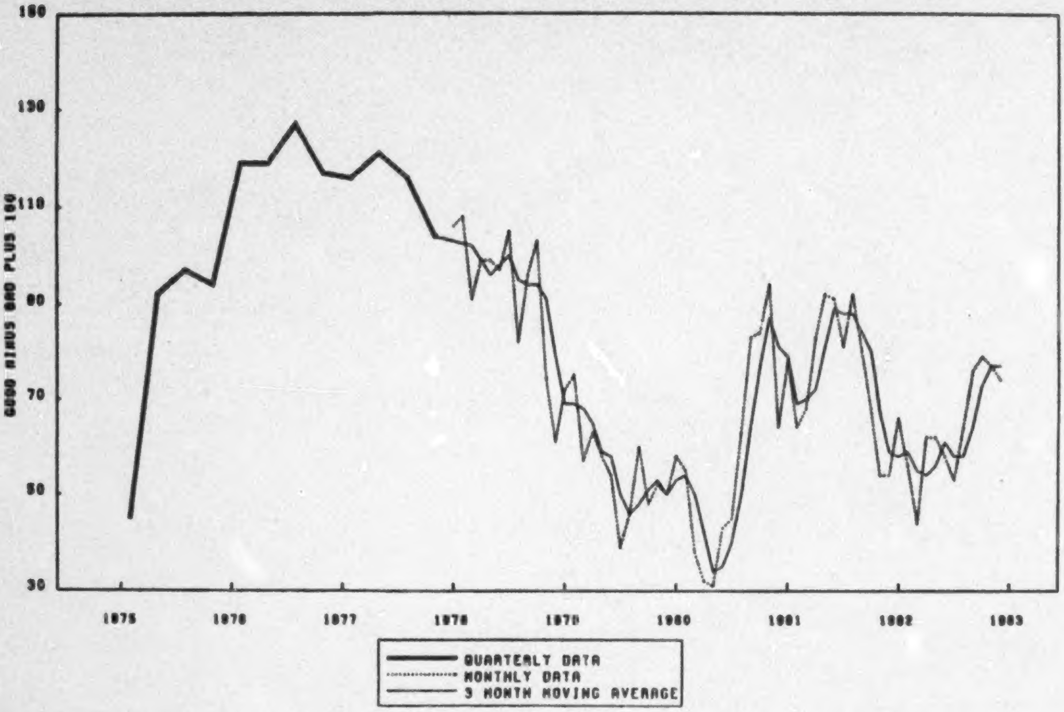

CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

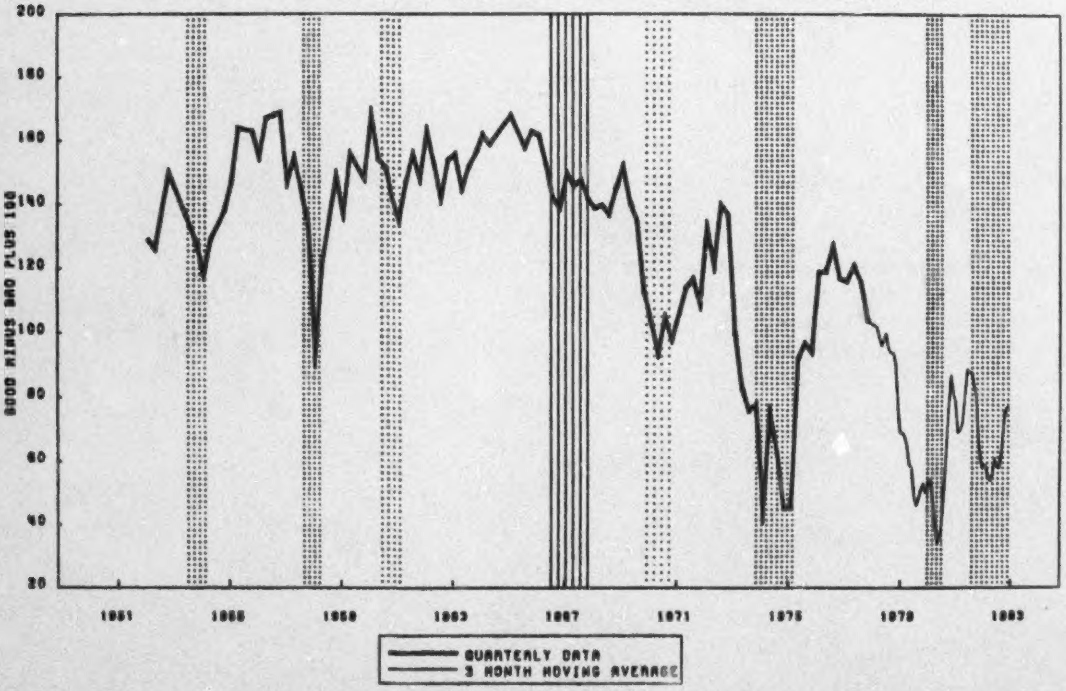

TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIMES	23%	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%
UNCERTAIN; GOOD & BAD	2	1	2	2	1	1	1	2	5	4	3	4	2
BAD TIMES	69	64	67	73	66	65	67	70	62	57	56	56	58
DON'T KNOW	4	3	4	3	4	4	4	3	3	4	4	3	5
NOT ASCERTAINED	2	2	4	5	1	3	3	2	4	2	2	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

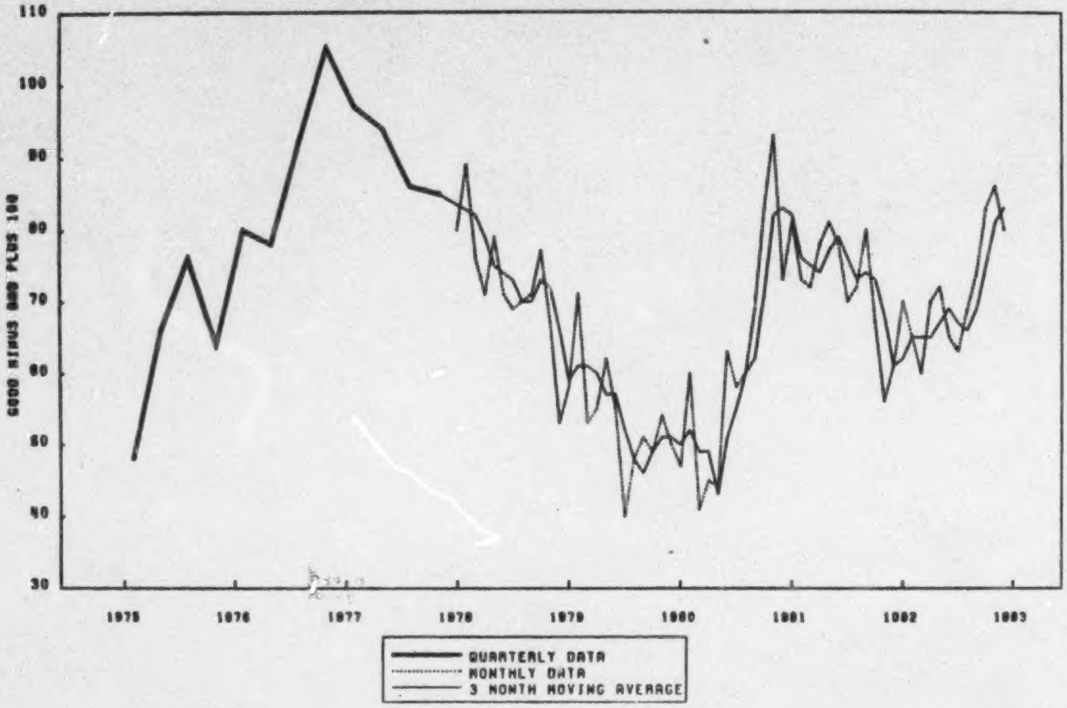

CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

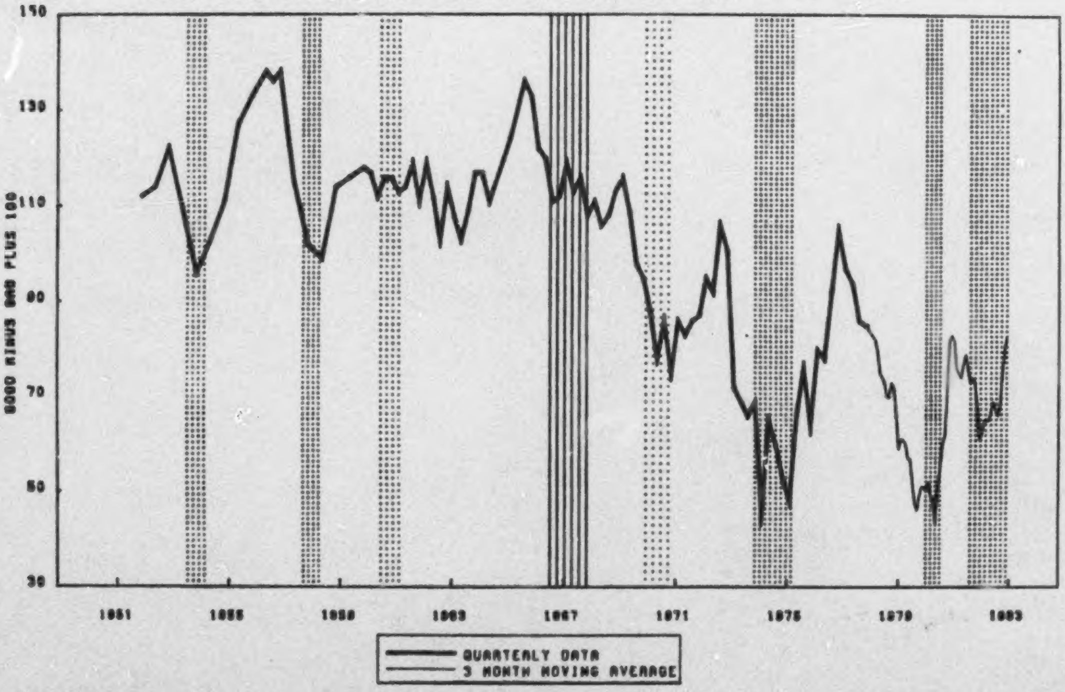

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIMES	20%	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%
UNCERTAIN; GOOD & BAD	17	11	13	13	13	13	12	15	15	14	14	14	14
BAD TIMES	59	58	59	62	55	55	59	59	54	54	49	47	49
NOT ASCERTAINED	4	3	4	3	7	5	5	4	8	4	5	6	8
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

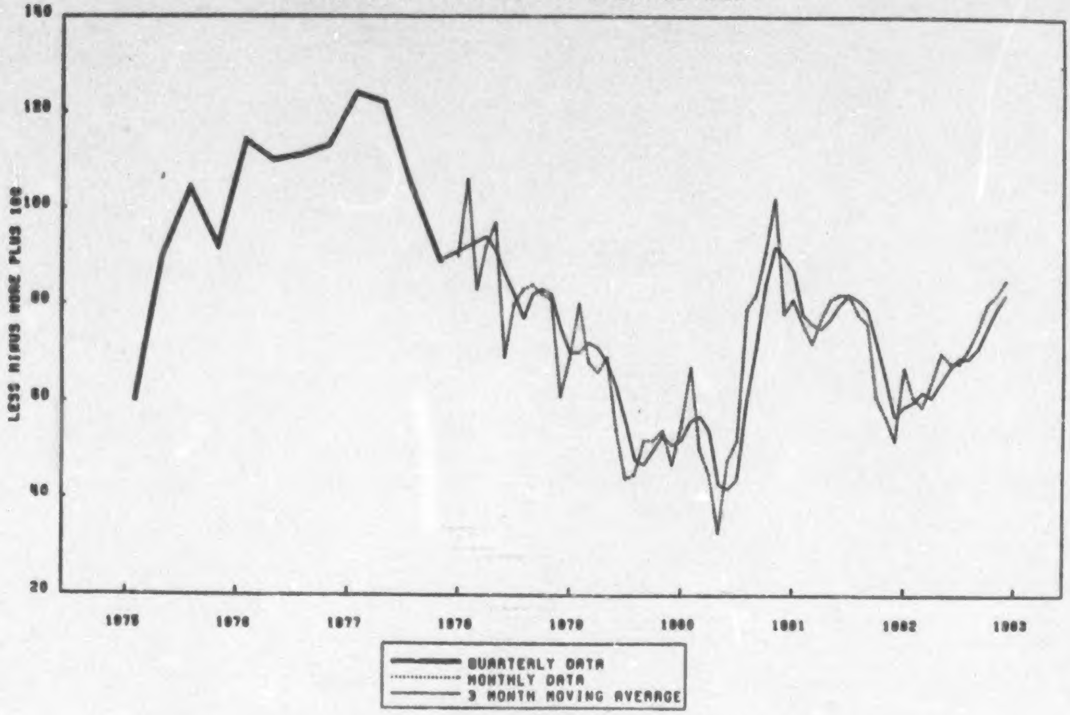

CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

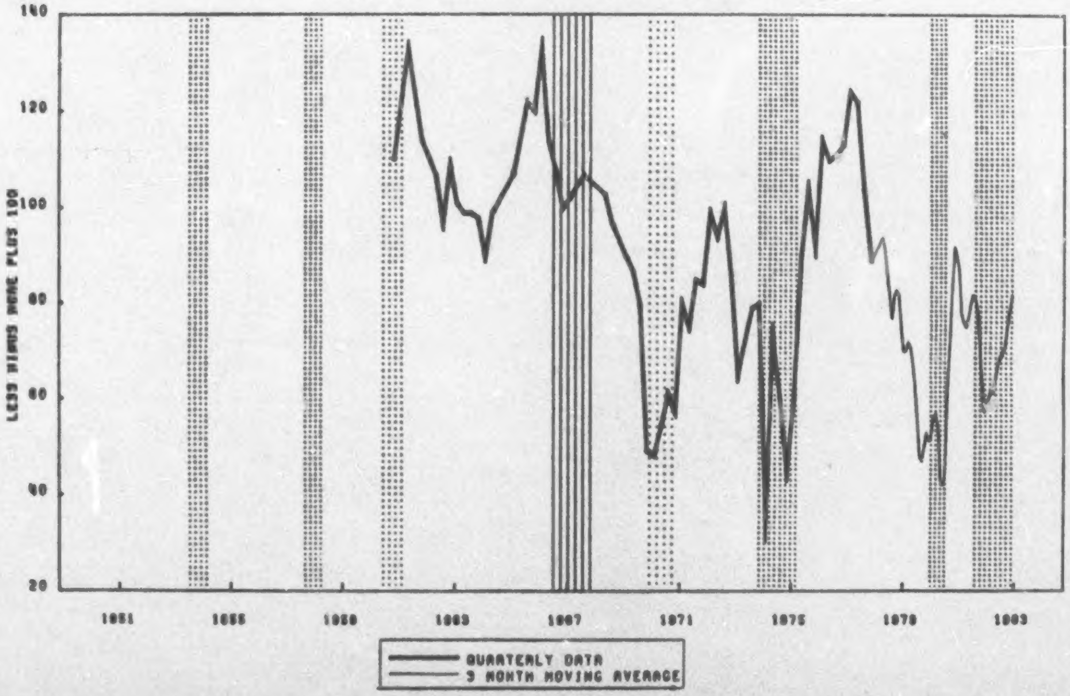

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
LESS	11%	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%
SAME	28	34	33	32	34	35	35	35	35	38	36	42	40
MORE	59	49	52	54	50	47	48	48	46	43	41	37	37
DK,NA	2	1	2	1	2	1	1	1	2	1	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

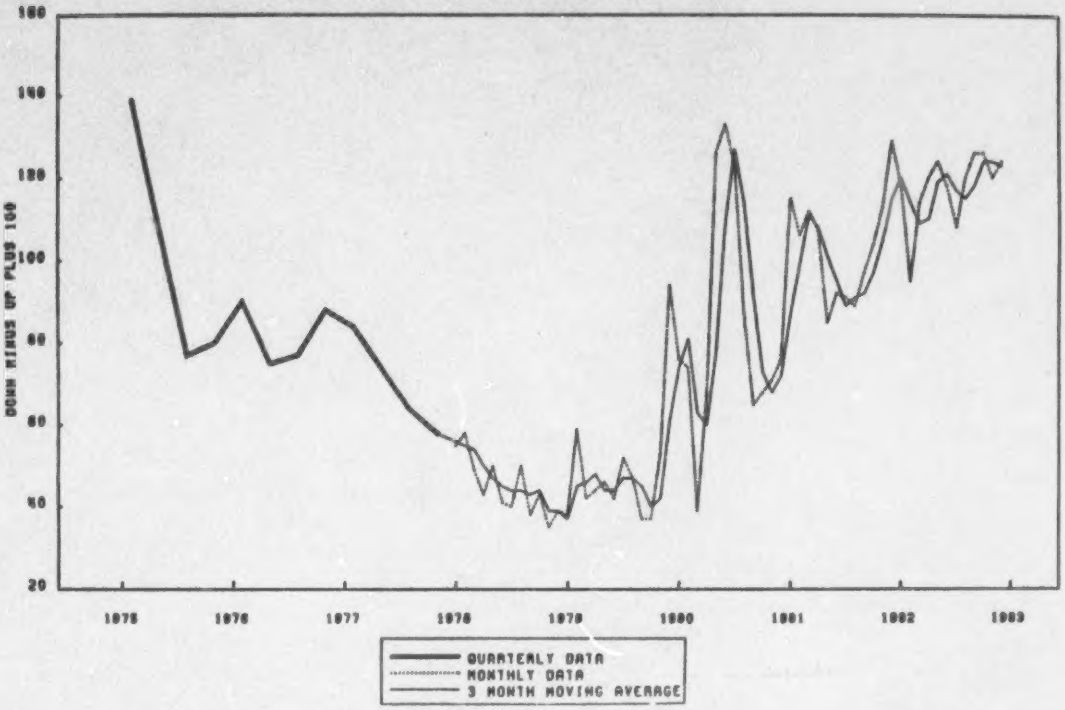

CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

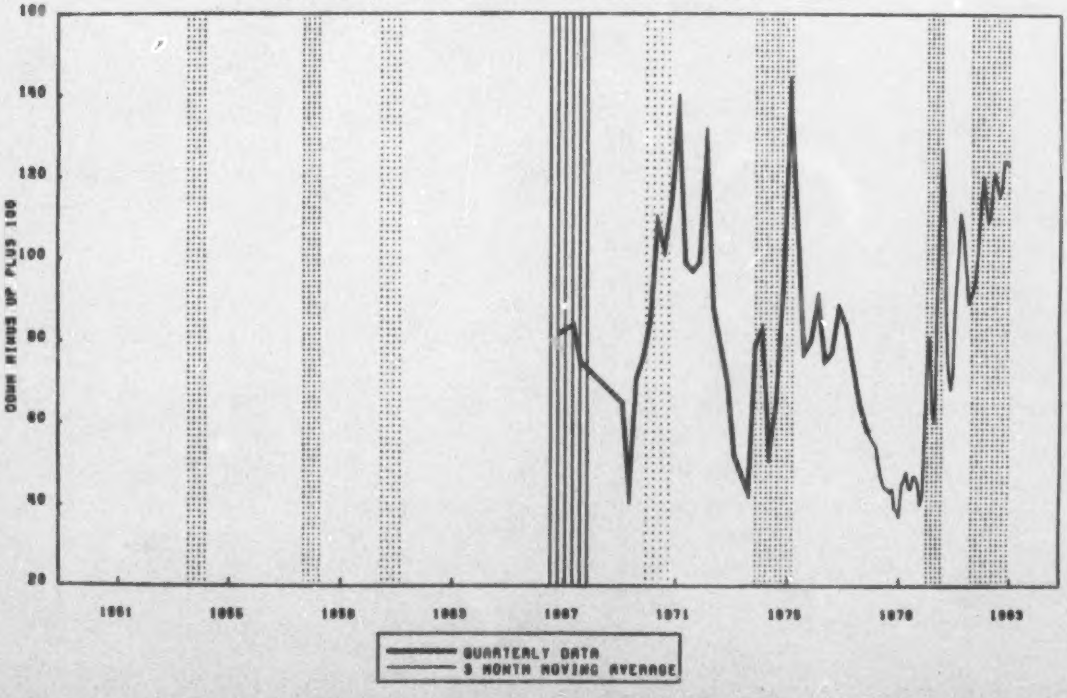

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GO UP	21%	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%
STAY THE SAME	25	28	33	33	33	34	37	41	34	26	26	26	33
GO DOWN	50	43	29	39	42	43	39	32	41	48	48	45	44
DK,NA	4	4	4	3	3	4	3	3	4	4	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

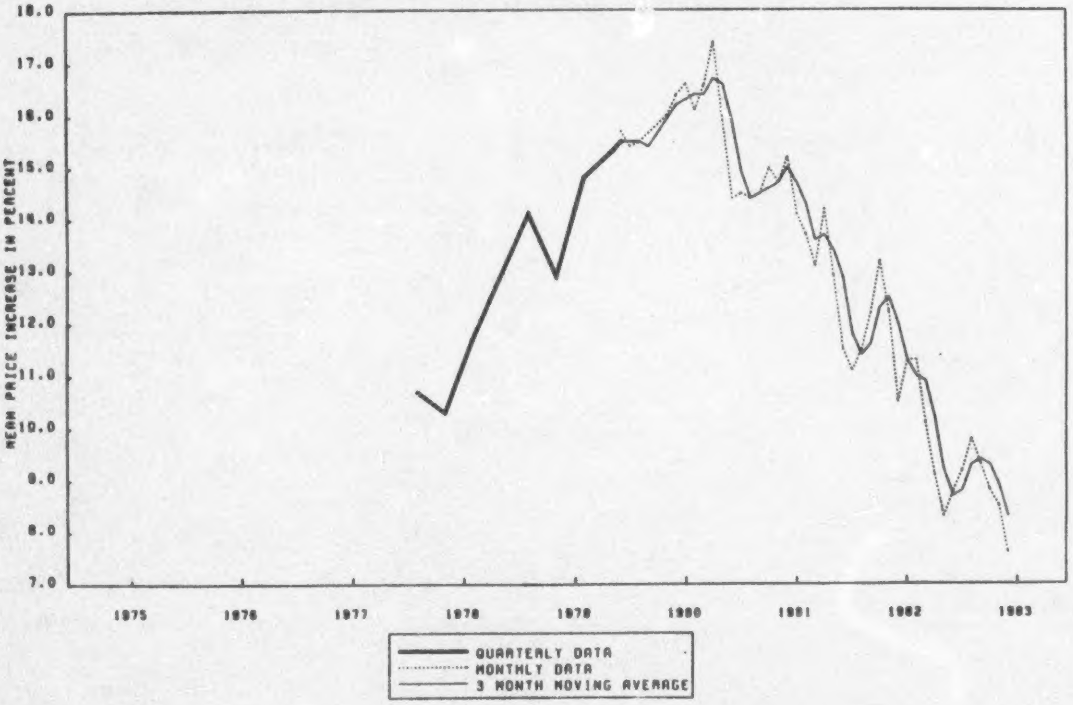

TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
SAME OR DOWN	10%	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%
GONE UP BY:													
1-2%	4	4	4	5	4	2	8	6	5	6	4	5	6
3-4%	7	5	6	7	7	11	10	8	8	10	7	9	9
5%	11	11	11	13	12	12	12	14	11	12	13	15	17
6-9%	15	17	14	12	14	13	14	13	16	14	12	12	12
10-14%	28	24	24	24	24	16	21	22	24	19	22	14	17
15% or more	19	22	22	19	17	17	16	18	17	16	14	18	14
DK how much up	6	6	6	5	7	6	5	6	6	7	7	6	5
DK,NA	*	*	*	*	*	*	*	1	1	*	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	10.5	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6
VARIANCE	104	126	132	114	83	96	93	87	96	115	106	102	82
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

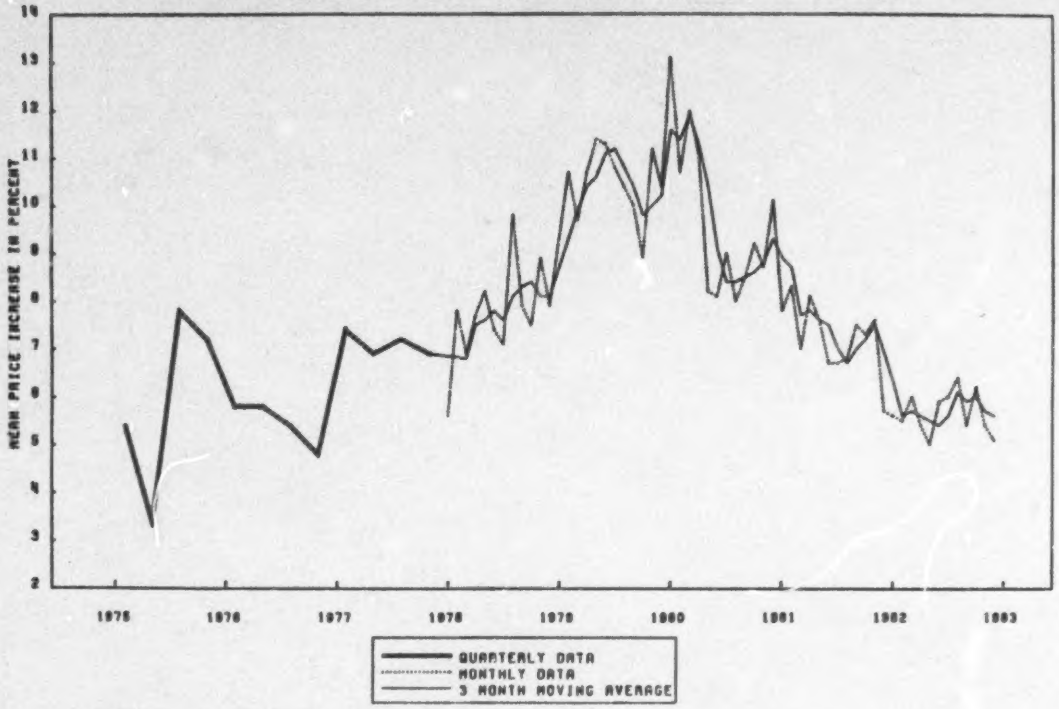

CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

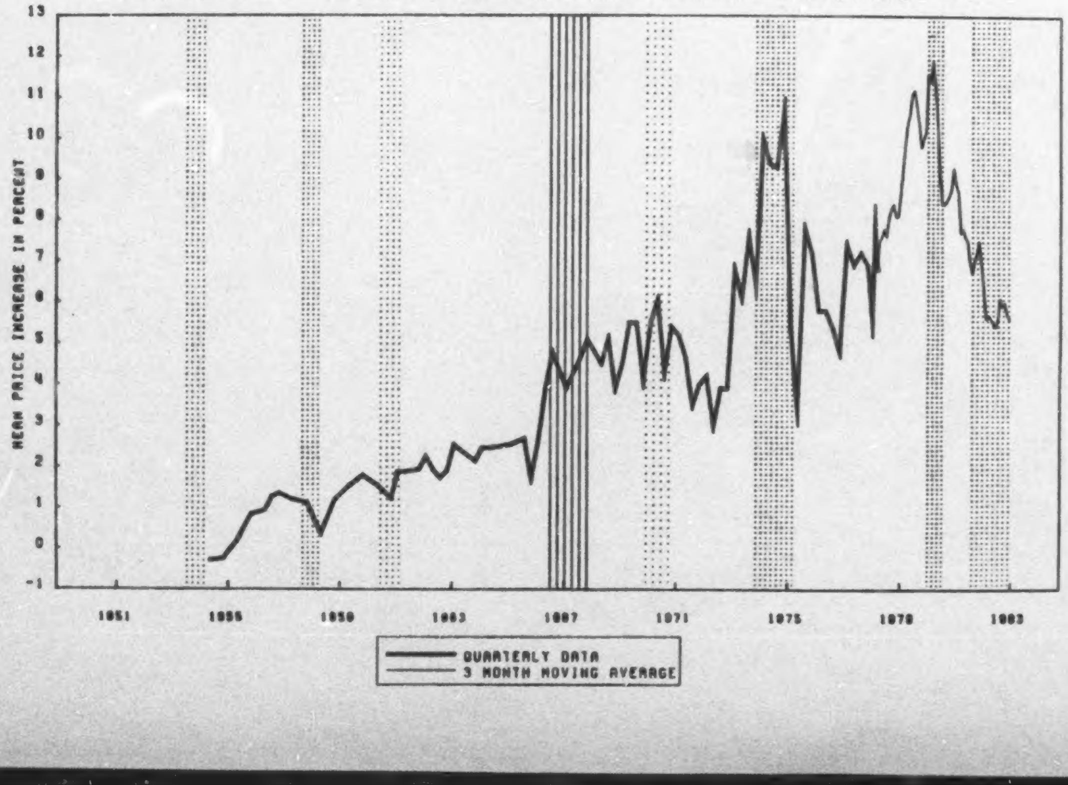

TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
SAME OR DOWN	35%	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%
WILL GO UP BY:													
1-2%	4	5	4	7	4	6	7	7	8	7	5	5	6
3-4%	8	8	7	11	7	9	10	10	12	9	8	10	13
5%	12	13	12	11	16	15	14	17	16	14	14	15	15
6-9%	14	11	12	12	10	11	10	15	12	13	11	11	9
10-14%	14	13	14	12	16	8	16	14	13	12	15	12	11
15% or more	8	8	7	11	8	8	8	7	11	7	9	9	8
DK how much up	3	4	5	2	3	4	3	5	3	5	5	3	3
DK,NA	2	2	1	2	3	3	2	2	2	2	2	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.7	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1
VARIANCE	62	59	59	85	54	58	71	53	65	59	82	55	56
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

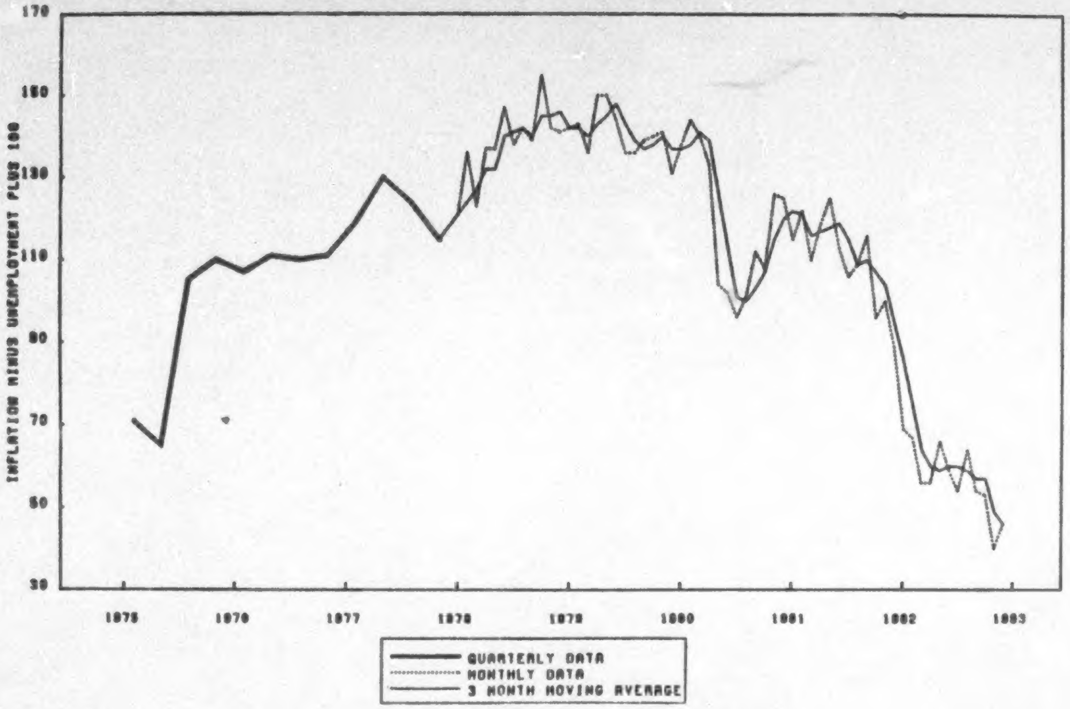

CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

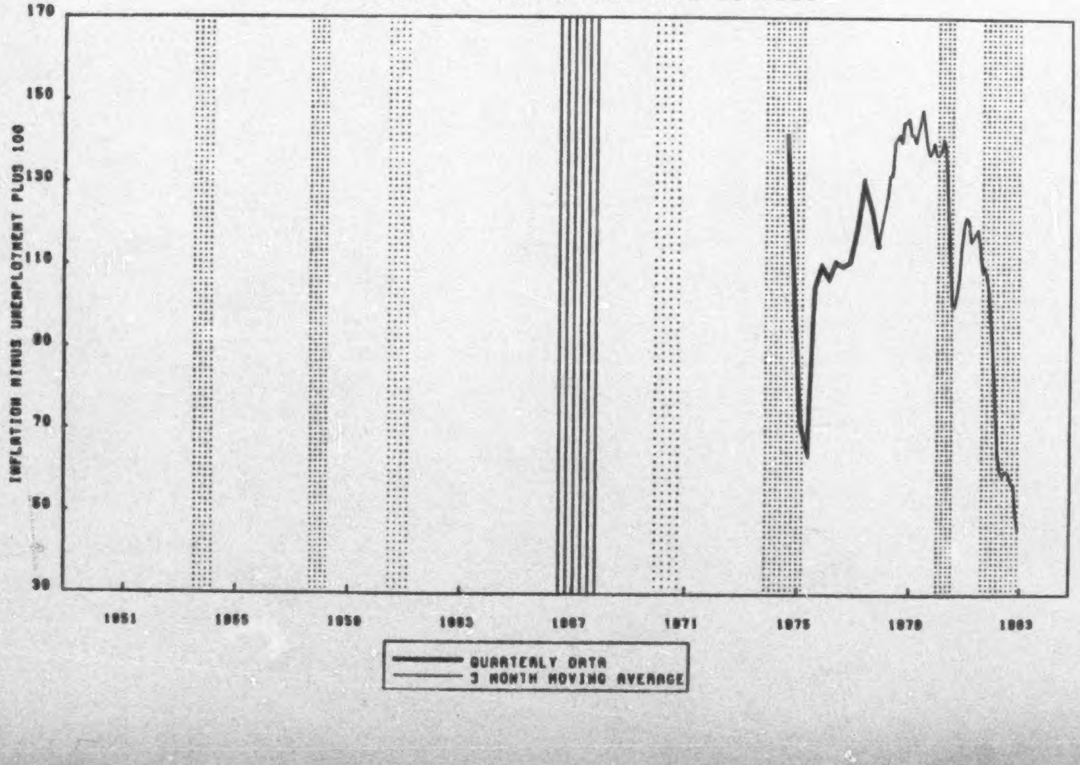

TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
UNEMPLOYMENT	49%	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%
BOTH EQUALLY SERIOUS	11	10	14	11	13	9	12	11	11	9	11	7	9
INFLATION	38	29	26	22	21	28	23	21	26	22	20	16	18
DK,NA	2	1	1	1	1	1	1	1	1	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

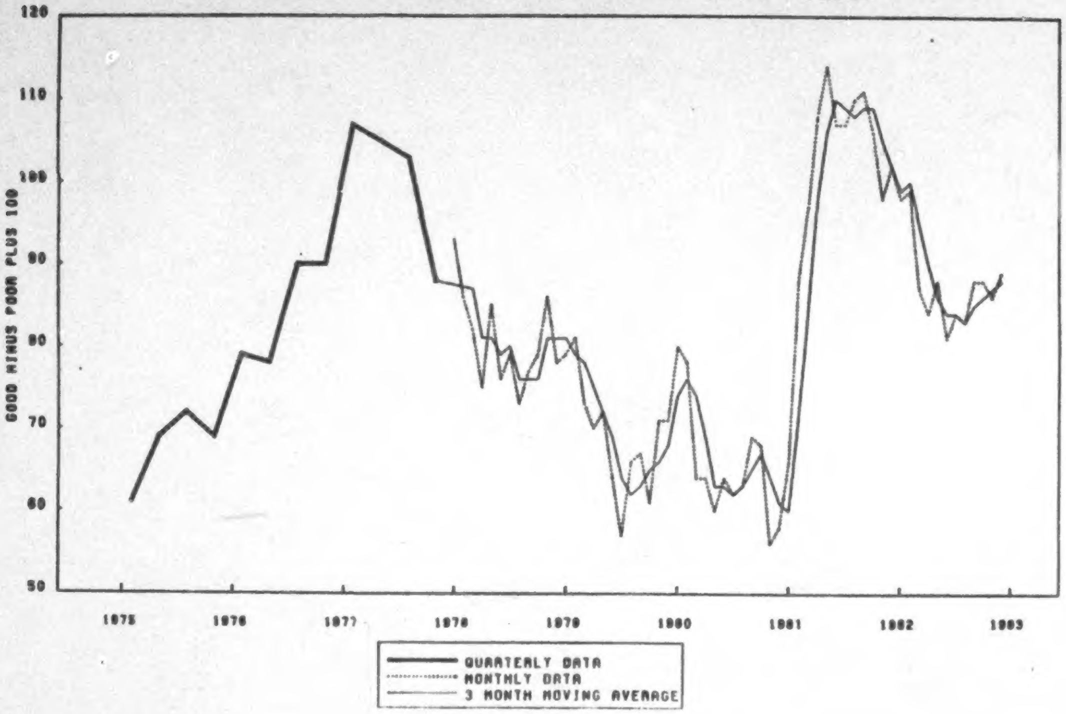

CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

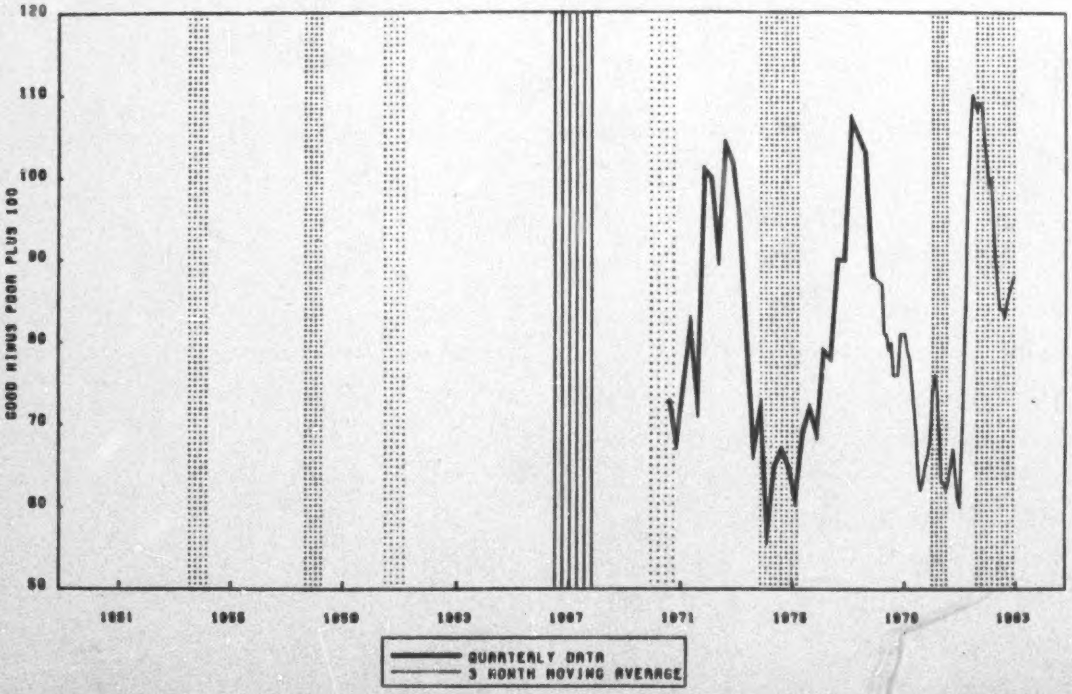

TABLE 25

OPINIONS ABOUT THE GOVERNMENT´S ECONOMIC POLICY

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
A GOOD JOB	26%	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%
ONLY FAIR	47	46	42	48	37	46	46	46	45	46	41	45	47
A POOR JOB	24	27	28	31	38	32	35	34	34	31	33	33	30
DK,NA	3	2	3	3	3	2	3	2	4	4	5	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

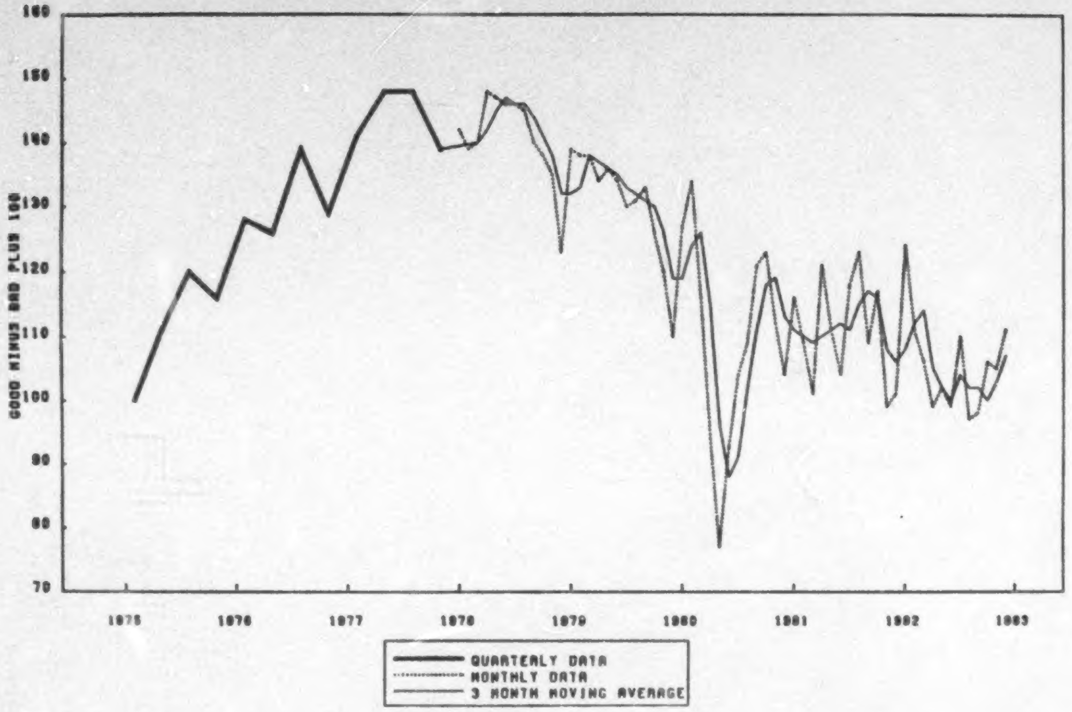

CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

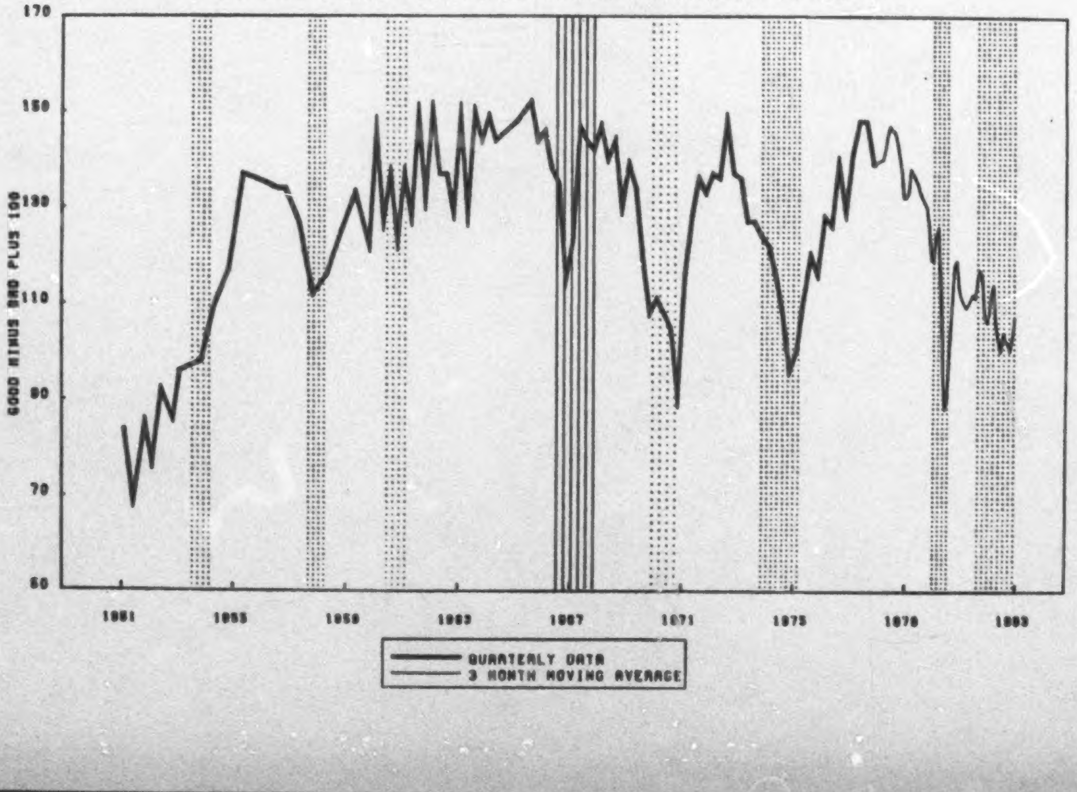

TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	44%	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%
UNCERTAIN, DEPENDS	13	10	15	10	17	12	13	14	15	14	14	11	11
BAD TIME TO BUY	43	33	37	42	42	43	44	38	44	44	40	42	39
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

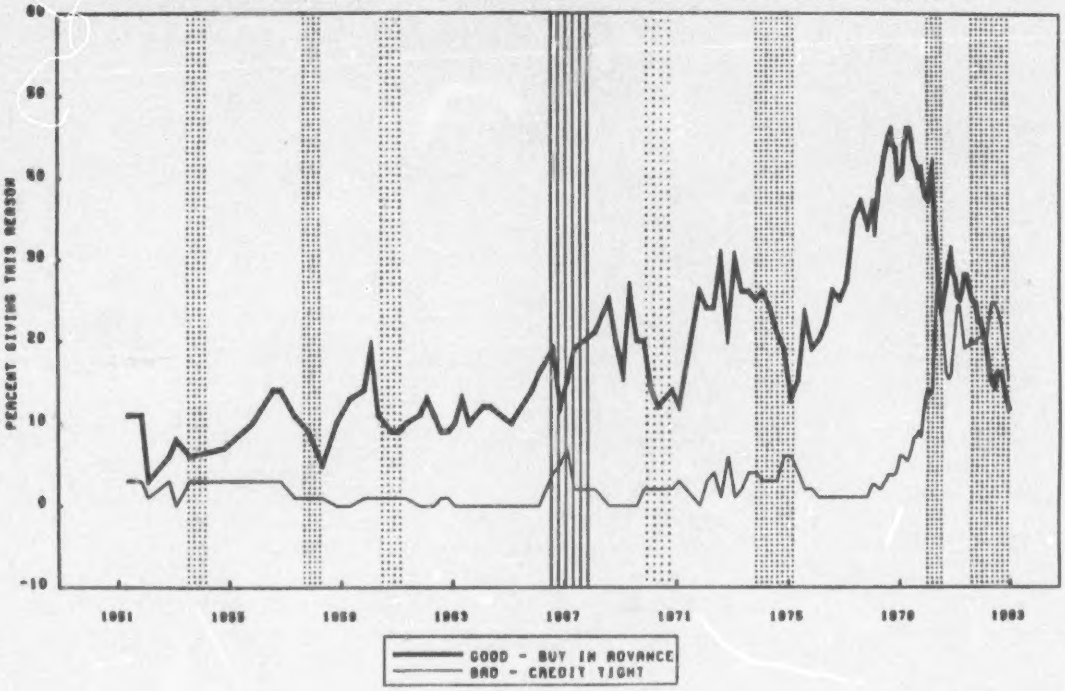

CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

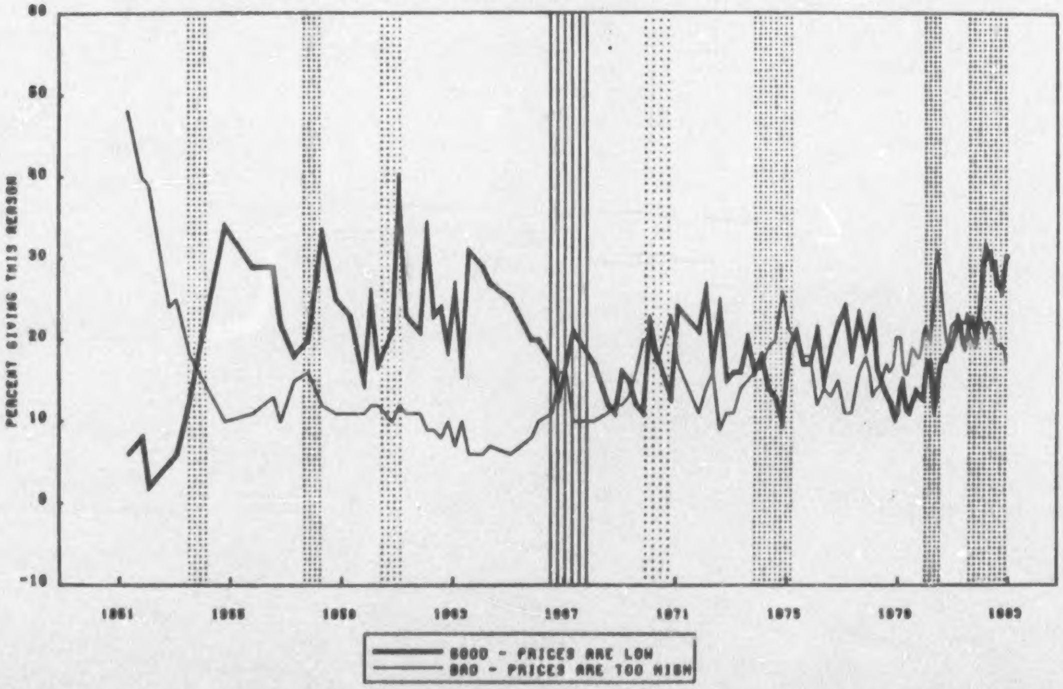

TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	26%	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%
Prices won´t come down; are going higher	21	22	18	15	14	15	14	19	15	14	14	11	10
Interest rates low; credit is easy	2	3	2	1	1	3	2	2	2	4	5	5	8
BAD TIME TO BUY:													
Prices are high	26	17	22	22	23	21	21	18	19	21	18	18	16
Interest rates are high; credit is tight	21	18	19	24	26	24	24	24	22	20	16	17	13
Lack of purchasing power	15	13	15	18	19	20	21	19	21	21	21	24	21

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

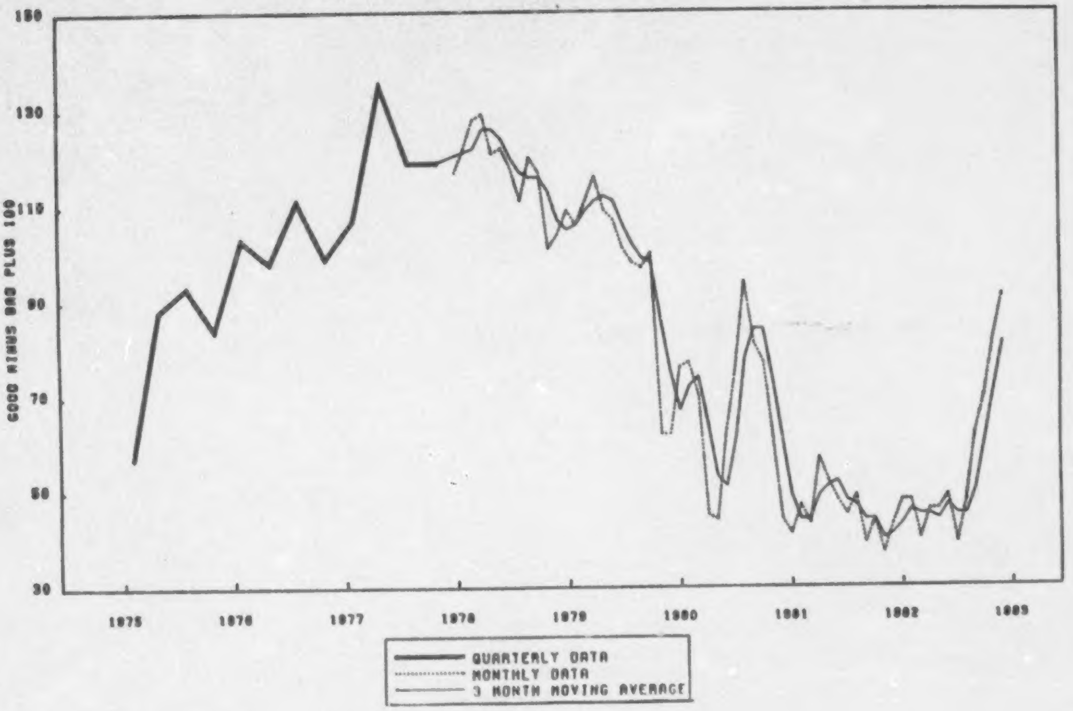
CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

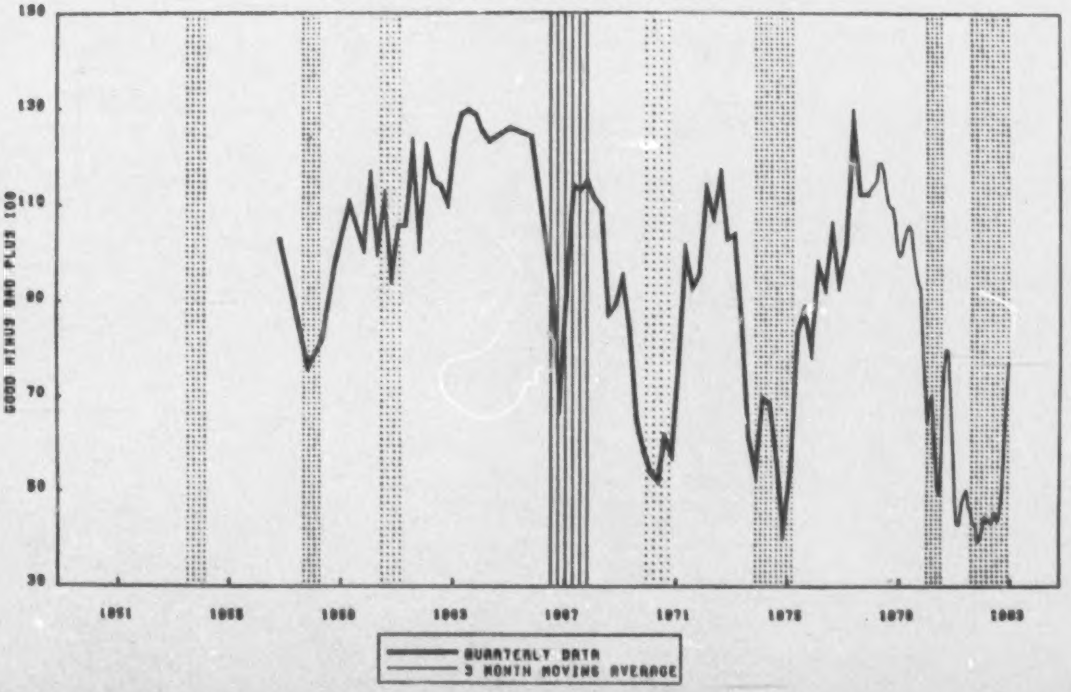
CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

TABLE 28

BUYING CONDITIONS FOR HOUSES

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	19%	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%
UNCERTAIN, DEPENDS	5	6	6	6	6	8	7	9	8	6	6	6	3
BAD TIME TO BUY	76	73	73	77	74	73	72	76	72	66	62	56	53
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

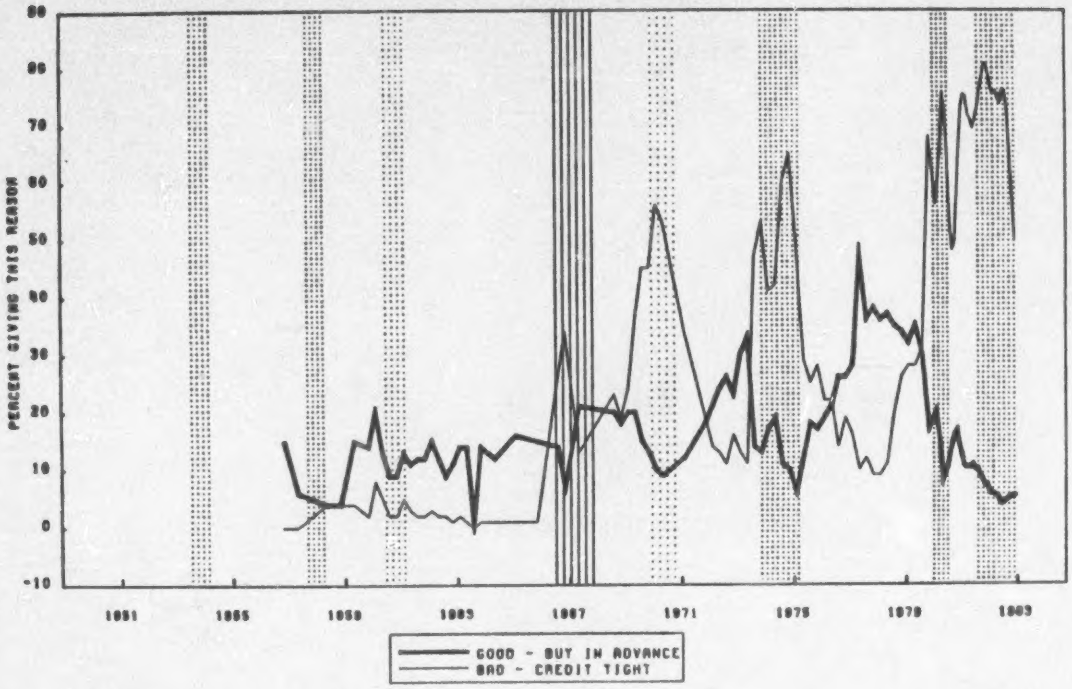

CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

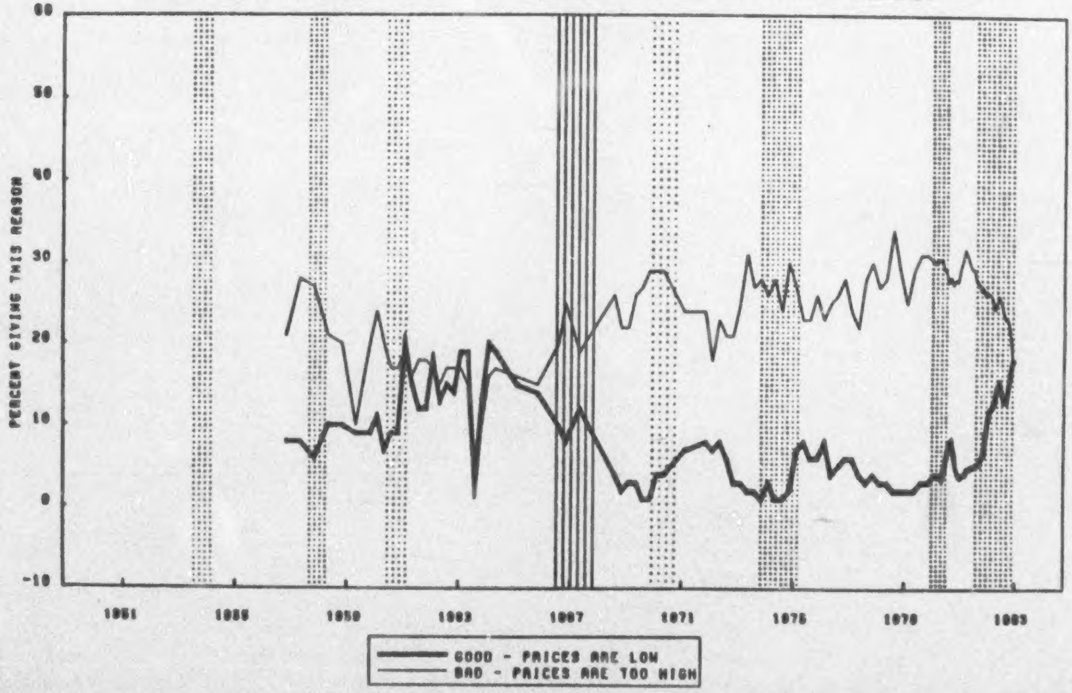

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	12%	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%
Prices won't come down; are going higher	7	5	5	7	4	4	4	4	5	5	5	6	5
Interest rates low; credit is easy	6	8	7	4	6	6	7	4	7	20	23	30	35
Good investment	3	5	6	4	5	5	4	3	4	3	2	4	6
BAD TIME TO BUY:													
Prices are high	27	28	24	25	24	27	27	21	23	25	21	16	17
Interest rates are high; credit is tight	81	72	76	78	74	72	75	82	71	64	60	49	40
Lack of purchasing power	21	22	19	23	22	18	23	27	20	21	23	23	23

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

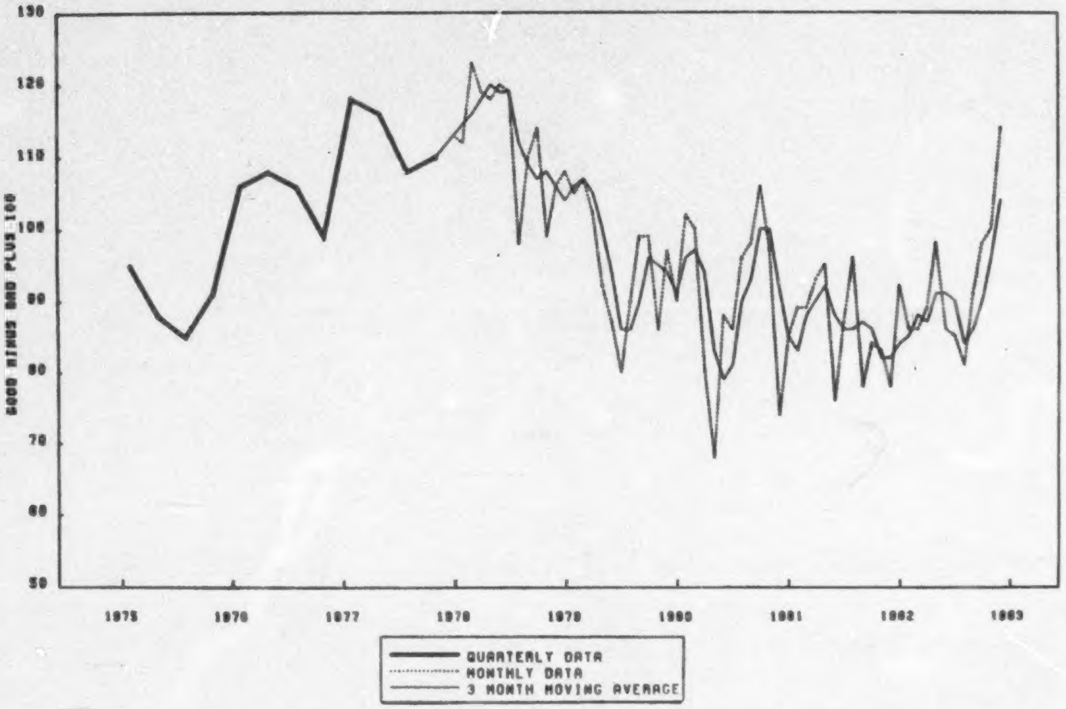

CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

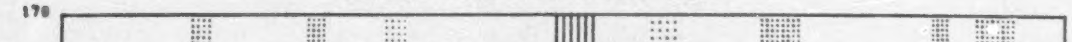

TABLE 30

BUYING CONDITIONS FOR CARS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	34%	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%
UNCERTAIN; DEPENDS	10	10	12	8	9	10	6	11	11	11	10	8	8
BAD TIME TO BUY	56	49	51	53	51	46	54	52	54	49	46	46	39
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

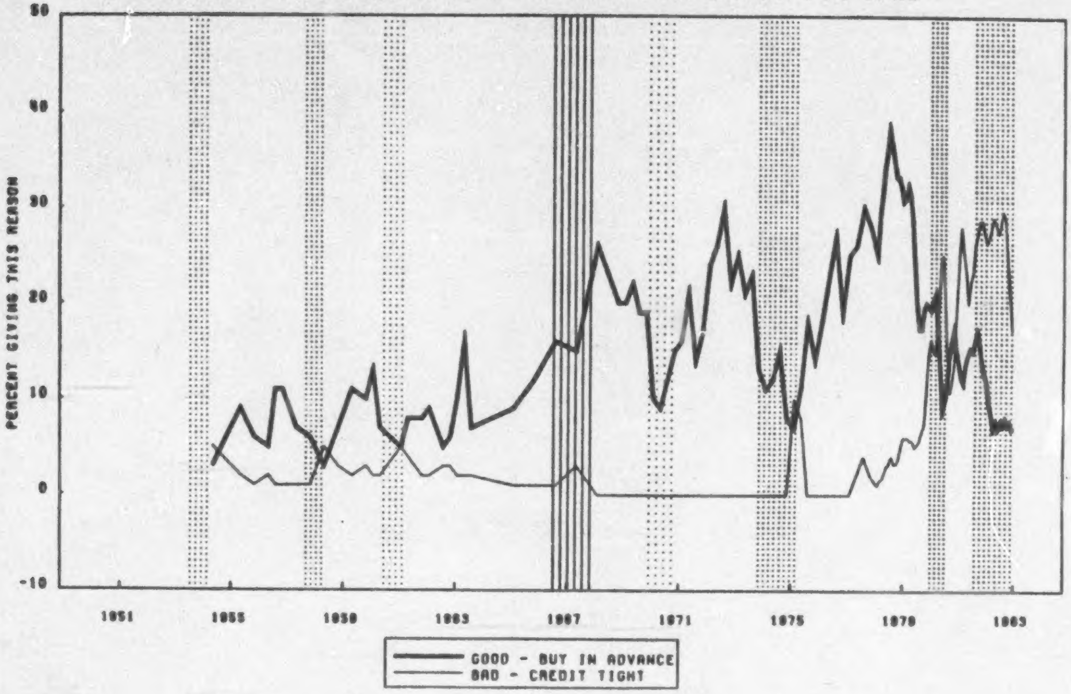

CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

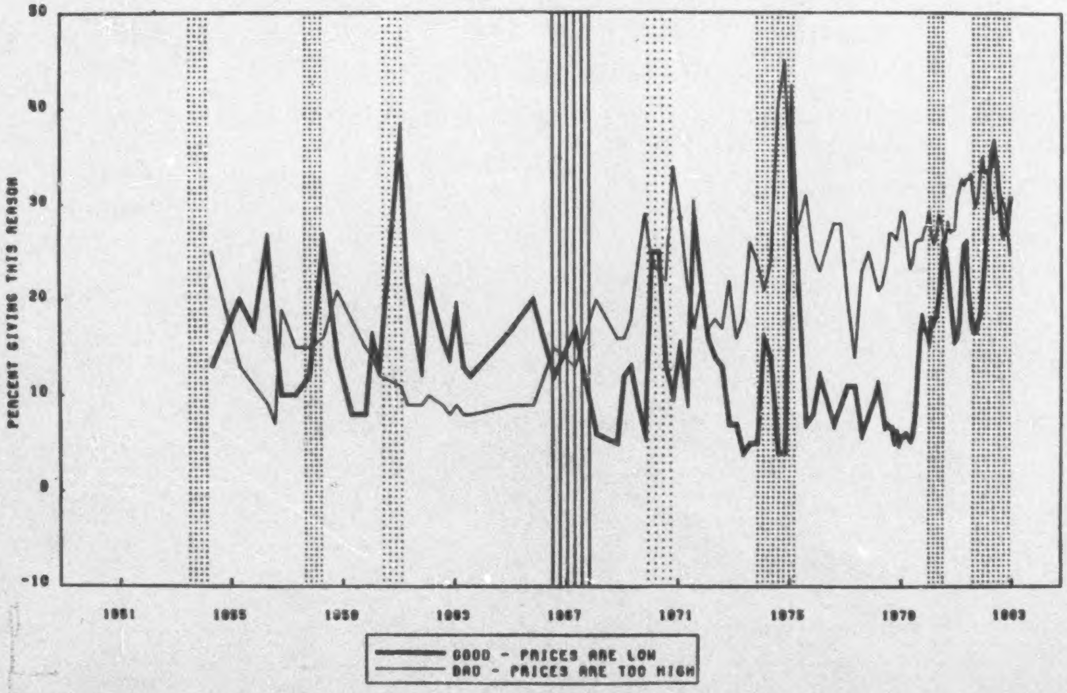

TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	22%	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%
Prices won't come down; are going higher	12	11	6	8	7	8	6	9	7	8	7	8	6
Interest rates low; credit is easy	5	6	3	3	7	11	7	5	6	10	11	20	27
New fuel efficient models	1	2	2	1	2	1	1	1	2	1	1	1	1
BAD TIME TO BUY:													
Prices are high	37	31	33	32	28	27	33	28	32	31	26	25	23
Interest rates are high; credit is tight	27	26	28	30	29	26	27	32	30	25	19	19	14
Lack of purchasing power	13	13	12	16	13	11	11	13	12	14	14	15	13
Price of gas; shortages	2	2	2	1	1	1	2	2	1	1	*	1	1
Poor selection; quality	9	8	9	7	8	6	10	10	7	7	7	7	7

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

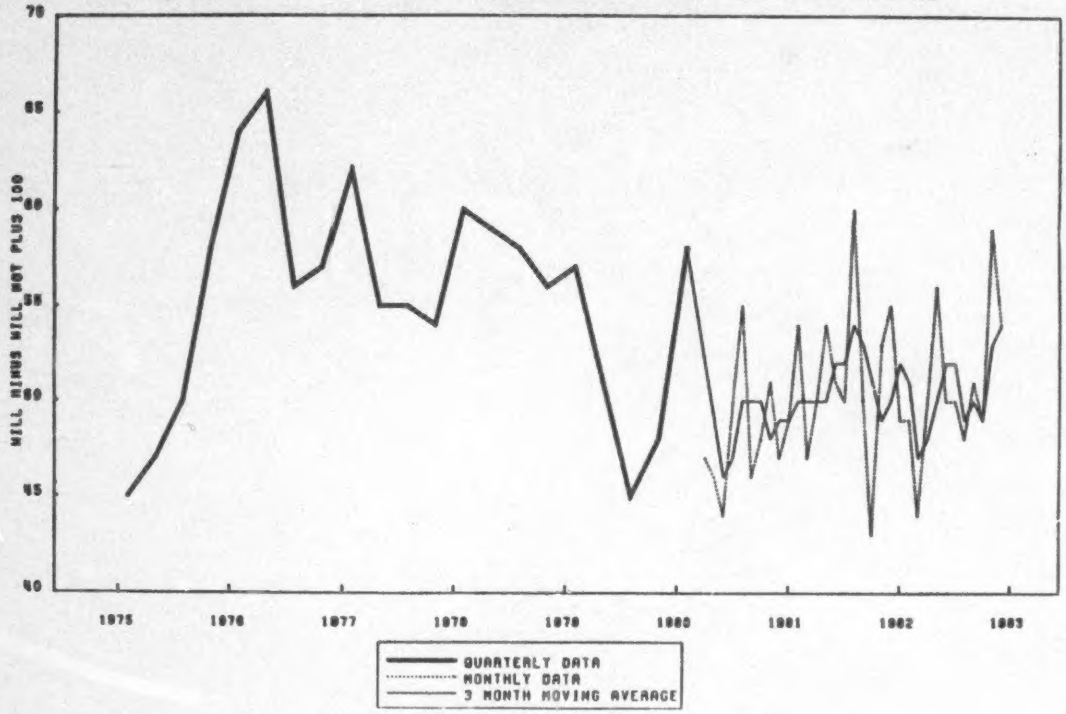

CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

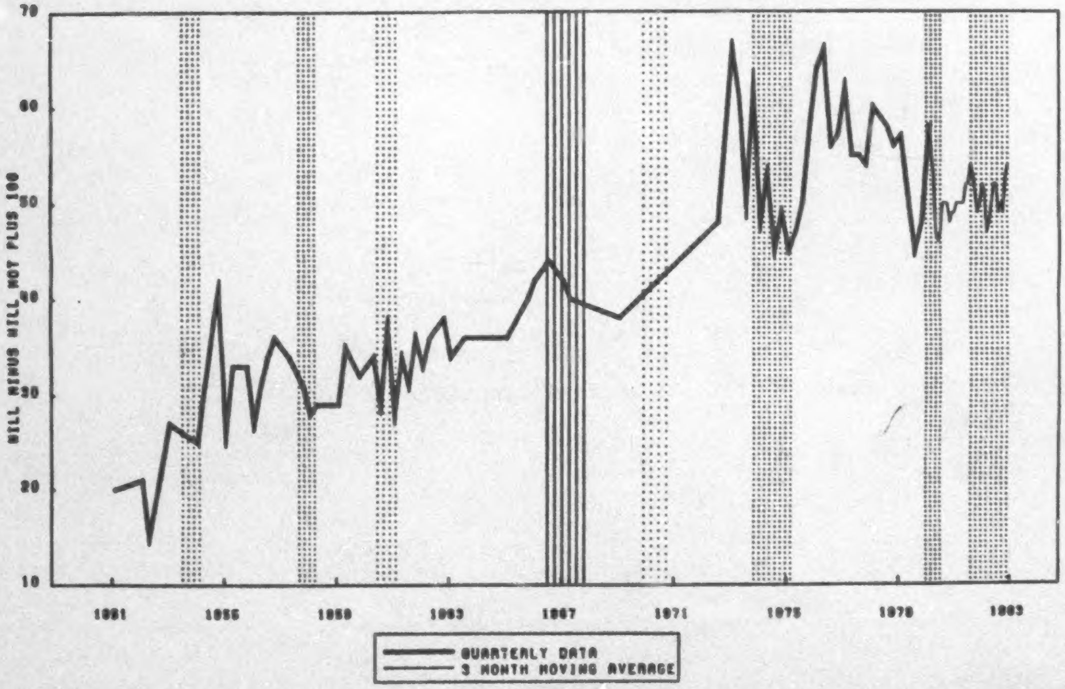

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROBABLY WILL BUY	19%	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%
CHANCES ARE EVEN	7	8	7	7	6	8	7	8	7	5	7	8	8
PROBABLY WILL NOT BUY	64	67	68	70	67	63	68	66	68	67	67	62	66
DK,NA	10	9	8	9	10	10	7	10	9	10	10	9	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	26%	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%
PURCHASE TYPE:													
Buy new	11	9	11	11	11	13	9	11	12	10	11	11	15
Buy used	13	13	11	9	11	11	13	11	9	12	11	15	10
Lease	1	1	1	*	1	1	2	1	1	*	1	2	2
DK,NA	1	1	1	1	*	2	1	1	1	1	*	1	1
PURCHASE TIMING:													
Next 3 months	1	5	3	1	4	4	2	6	4	2	4	4	2
Next 4-6 months	5	7	6	5	7	7	5	6	5	5	5	6	6
Next 7-9 months	10	6	7	5	6	7	6	3	3	4	5	8	6
10 months or more	6	3	5	6	2	3	7	4	4	7	5	7	7
DK,NA	4	3	3	4	4	6	5	5	7	5	4	4	7

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	64%	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%
PURCHASE TYPE:													
Would buy new	33	36	37	38	39	34	37	38	40	37	39	34	40
Would buy used	29	30	28	31	26	28	29	25	27	29	27	26	24
DK,NA	2	1	3	1	2	1	2	3	1	1	1	2	2
PURCHASE TIMING:													
Less than 2 years	6	7	5	10	5	5	6	4	5	5	5	7	7
2 years	22	23	22	22	21	20	25	20	22	23	23	22	22
3 years	9	12	11	11	12	11	13	13	12	11	11	8	10
4 years or more	19	19	22	21	22	19	16	21	18	20	19	18	17
Indefinite	3	3	1	1	1	2	3	2	4	3	3	2	4
DK,NA	5	3	7	5	6	6	5	6	7	5	6	5	6

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

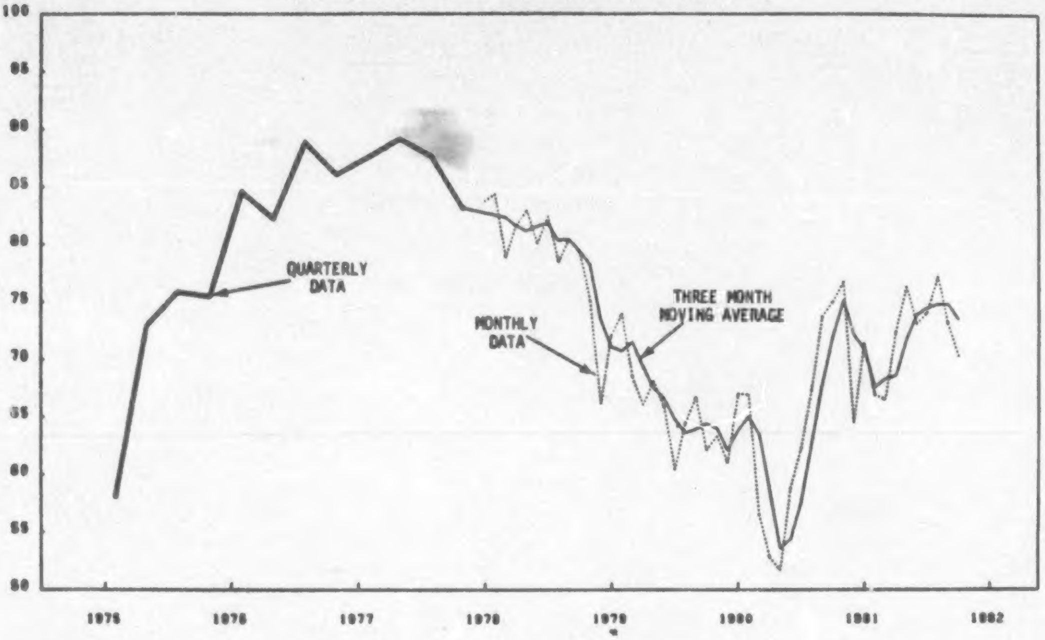

CHART 1 - RECENT CHANGES

THE INDEX OF CONSUMER SENTIMENT

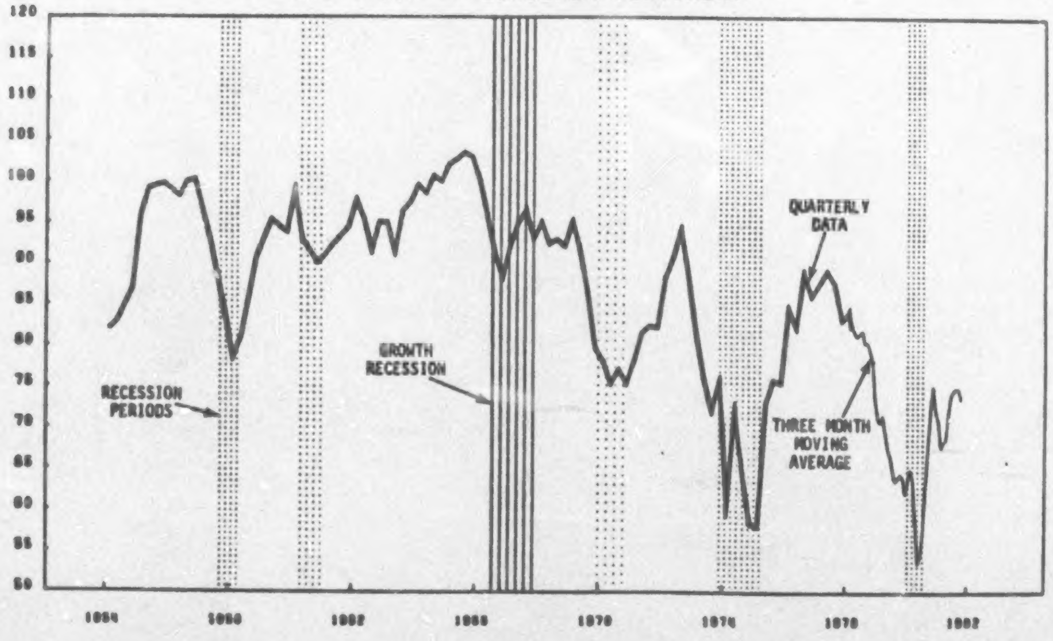

CHART 1 - HISTORICAL SERIES

THE INDEX OF CONSUMER SENTIMENT

DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews 700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1/11/83 U7475-2 A

January 7, 1983

DECEMBER 1982 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

BUYING ATTITUDES IMPROVE

** In the December 1982 survey, the Index of Consumer Sentiment was 71.9, insignificantly below the 72.1 recorded in November. The December 1982 survey thus maintained the recent improvement in consumer sentiment, with the last three months of 1982 recording an average Index value of 72.5--the highest level in more than a year. Reductions in prices and interest rates led to greatly improved buying attitudes in late 1982, while persistent concerns with double-digit unemployment were recorded.

** Among families with incomes of $25,000 and over, the Index was 80.5 in the December 1982 survey, just below the 81.1 recorded in November, but remaining significantly above the 71.1 recorded one year earlier.

** Favorable attitudes toward buying conditions for vehicles and houses grew substantially during the last six months of 1982. Attitudes toward market conditions for vehicles were more favorable in the December 1982 survey than at anytime since early 1978. The year-end 1982 survey recorded 53 percent of all families with favorable car buying attitudes and 39 percent unfavorable attitudes--nearly the opposite of the comparable 1981 reading (34 versus 56 percent). Buying attitudes toward houses also improved markedly during the last six months of 1982. The proportion that held favorable buying attitudes rose to 44 percent by year end, up from just 15 percent in July, while the proportion of families holding unfavorable attitudes fell to 53 percent from 76 percent in July.

** The major reasons for the improvement in buying attitudes involve prices and interest rates. More families mentioned the availability of lower interest rates on auto loans than high interest rates. In addition, more families referred to the appeal of lower prices rather than an aversion to high prices in each of the markets studied.

** The economy remained in recession according to three-in-four respondents in the December 1982 survey. Unemployment remained the dominant concern, with half of all respondents reporting news of spreading unemployment. Although unemployment is not expected to improve in the year ahead, the expectations are not quite as pessimistic as one year earlier. Consumers expected the current double-digit level of unemployment to persist in the year ahead.

** The financial situation of American families remained unfavorable in the December 1982 survey, with income declines reported by one-fifth of all families. Despite these current strains on family budgets, consumers are optimistic about their prospects for the year ahead. The improved personal financial outlook was primarily due to expected declines in the rate of inflation. The December 1982 survey recorded the most favorable real income expectations in nearly a decade, with two-thirds of all families expecting their incomes to keep pace or exceed increases in inflation.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Market Conditions

Attitudes toward buying conditions for large household durables, vehicles, and houses each improved in the December 1982 survey from one month and one year earlier readings. Attitudes toward buying conditions for vehicles were favorable by a wider margin in the December 1982 survey than at any time since 1978. Among all families, 53 percent rated buying conditions favorably for automobiles in December, up from 46 percent in November, and 34 percent in December 1981. Unfavorable attitudes toward market conditions for vehicles, held by 56 percent at year-end 1981, fell to 39 percent in the December 1982 survey. A favorable balance of opinion was also recorded toward market conditions for large household durables. Among all families, 50 percent rated buying conditions for durables favorably, up from 47 percent in November, and 44 percent in December 1981. Durable buying conditions were rated unfavorably by 39 percent in December 1982, down only slightly from the 42 percent recorded in November, and 43 percent in December 1981. Attitudes toward buying conditions for houses improved by the greatest extent during the past year, with the proportion holding favorable house buying attitudes rising to 44 percent in December 1982, up from 38 percent in November, and more than twice the 19 percent recorded one year earlier. Unfavorable views of market conditions for houses were held by 53 percent in December 1982, down from 56 percent in November and 76 percent in December 1981.

Two major factors are responsible for these improved market attitudes. Declines in prices during the past year led consumers to hold more favorable views toward market conditions; and starting at mid-year, declines in interest rates led consumers to view credit purchases more favorably. Table A shows the proportion of families that mentioned prices or interest rates in explaining their views on the markets. By year-end 1982, families mentioned lower prices more often than higher prices in their evaluations of each market, in contrast to December 1981 when negative views on prices predominated. Consumer perceptions of market prices have not been this favorable since the early 1960s.

Consumer perceptions of interest rates have also changed dramatically during the last year. At year-end 1981, 81 percent of all families mentioned high mortgage rates when evaluating buying conditions of houses; this proportion fell to 40 percent by December 1982. At the same time, references to lower mortgage rates and more favorable credit terms rose from 6 to 35 percent during the past year. Similarly, mentions of high interest rates with regard to the automobile market declined sharply during the past year (from 27 to 14 percent), while mentions of the availability of lower interest rates on auto loans rose substantially (from 5 to 27 percent). Consequently, at year-end 1982, more families mentioned the availability of lower interest rates on auto loans than mentioned high interest rates.

Purchase Postponement

Declines in interest rates have been a prevalent expectation throughout most of 1982. In the December 1982 survey, twice as many consumers expected interest rate declines as expected increases during the year ahead (44 versus 20 percent). The December 1982 survey recorded continued postponement of purchases due to high interest rates, although at a somewhat reduced level compared to three months earlier. Among all families, 31 percent reported that they had postponed a purchase in the December 1982 survey, down from 33 percent in November, and 35 percent in October (see Table B). Vehicles continue to be the most frequently postponed purchase in the December survey (15 percent), followed by household durables (9 percent), and houses (8 percent). Since the question asks about postponement any time during the prior six months, the recent interest rate declines are not reflected in the median reported rate that would h-ve been charged on postponed purchases, which remains largely unchanged at 17.1% (see Table C). Declines in market rates appear not to have led to significant declines in the rate consumers would have been willing to pay. In the December 1982 survey, the median interest rate consumers would have been willing to pay was 11.4%, down somewhat from 11.8% in November.

Unemployment Dominates Economic Concerns; Modest Improvement Expected

At year-end 1982, three-fourths of all consumers continued to view the economy in recession, a level largely unchanged during the past year. Few consumers reported improvement in current economic conditions in the December 1982 survey (14 percent, just above the 13 percent in December 1981). When asked about recent economic developments, on average half of all respondents during the last six months of 1982 mentioned unemployment--49 percent in December. Compared with inflation, unemployment was viewed as the more serious economic problem facing the nation by a four-to-one margin in the December 1982 survey (72 versus 18 percent). Although more families expected unemployment to worsen rather than improve during the year ahead (37 versus 22 percent), the unfavorable balance of opinion has considerably narrowed from one year earlier (59 versus 11 percent). During the past year, the proportion of families that expected higher unemployment rates fell to 37 percent in December 1982 from 59 percent one year earlier. The more than 20 percentage point improvement in unemployment expectations was nearly evenly split between those that expected unemployment to decline (rising to 22 from 11 percent), and families that expected unemployment to remain unchanged at its current high level (to 40 from 28 percent).

Despite these persistent concerns with unemployment, business conditions are expected to improve during the year ahead due to declines in inflation and interest rates. In the December 1982 survey, 39 percent of all families expected business conditions to improve over the year ahead, compared with 20 percent who expected further declines. Business expectations are somewhat more favorable now than one year earlier, when nearly equal proportions expected improvement as deterioration (31 versus 29 percent). When asked to explain their views on upcoming business conditions, the expectation of persistently high levels of unemployment was mentioned by one of every five families. References to unemployment as the basis for unfavorable expectations rose from 13 to 20 percent during the last three months of 1982.

Although the expectation that the economy will improve during the year ahead has spread, few expect the return of good times financially due to concern with unemployment. In the December 1982 survey, the majority (58 percent) expected bad times financially in the economy as a whole during the next 12 months, while 32 percent expected good times financially. Although the December 1982 evaluations represent an improvement over year-end 1981--when bad financial times were expected by a margin of three-to-one over good times (69 versus 23 percent)--no additional improvement was recorded in the last three months of 1982.

Income Declines Strain Personal Finances; Price Declines Brighten Prospects

In each month of 1982, families more often reported that their financial situation had worsened rather than improved during the prior year. In the December 1982 survey, 38 percent reported that their financial situation had worsened, compared with 28 percent that reported improved personal finances, a level largely unchanged from one year earlier. Throughout 1982, declines in family income had been the primary factor responsible for these persistently unfavorable views. On average, one-in-five families mentioned income declines throughout 1982--21 percent in December.

Despite their unfavorable current situation, families are more optimistic about the prospects for improvement in their personal financial situation in the year ahead. In the December 1982 survey, twice as many families expected improvement than expected declines in their financial situation (34 versus 17 percent). These favorable prospects are not based on expectations of renewed growth in nominal incomes, but rather on increases in purchasing power due to lower rates of inflation. Among all families, the expected rate of inflation was 5.1% in the December 1982 survey, down from 5.4% in November and 5.7% in December 1981. The decline in the expected inflation rate has led to the most favorable real income expectations recorded since this question was introduced nearly a decade ago. In the December 1982 survey, two-thirds of all families expected their income increases to match or exceed the expected rate of inflation.

* * *

The December 1982 survey contained 682 interviews completed between November 23 and December 22, 1982.

TABLE A

REFERENCES TO PRICES AND INTEREST RATES IN EVALUATIONS OF MARKET CONDITIONS

(December Surveys)

	Prices					
	1981			1982		
Markets	Low Prices	High Prices	Diff. (L-H)	Low Prices	High Prices	Diff. (L-H)
Durables	26%	26%	0	32%	16%	+16
Vehicles	22	37	-15	35	23	+12
Houses	12	27	-15	20	17	+3

	Interest Rates					
	1981			1982		
Markets	Easy Credit	Tight Credit	Diff. (E-T)	Easy Credit	Tight Credit	Diff. (E-T)
Durables	2%	21%	-19	8%	13%	-5
Vehicles	5	27	-22	27	14	+13
Houses	6	81	-75	35	40	-5

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	June 1980	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
Postponed Purchases:[a]	15%	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%
Vehicles	5	11	15	12	10	12	12	12	13	14	15	13	15
House, home repairs	2	11	15	10	11	12	11	9	10	9	10	8	8
Household durables	7	8	8	10	10	8	7	9	11	9	8	12	9
Other	1	4	5	6	7	8	5	5	7	6	6	5	7
No postponed purchase	84	67	62	66	66	67	68	68	62	63	65	66	67
DK; NA	1	3	1	1	1	*	1	2	2	2	*	1	2
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than half of one percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE C

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

													December 1982		
	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Vehicles	House, Real Estate	Household Durables
Postpone Purchases															
All households	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	15%	8%	9%
Interest rate that would have been charged on postponed purchase															
Median	17.3%	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	16.7%	16.8%	18.1%
Highest interest willing to pay to make purchases															
Median	11.8%	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	11.3%	11.8%	10.8%
Difference between interest rate charged and willing to pay															
Median	4.6%	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.5%	4.2%	5.3%

The questions asked were: June 1980: "The government has recently imposed some controls on the use of credit. Are you (and your family living there) putting off any kinds of purchases because of the new credit controls?" and "What purchases are being delayed?"

October 1981 to September 1982: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

NOTE

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Washington, D.C.

SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

JANUARY 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

JANUARY 1983

The January 1983 survey is the 172nd in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

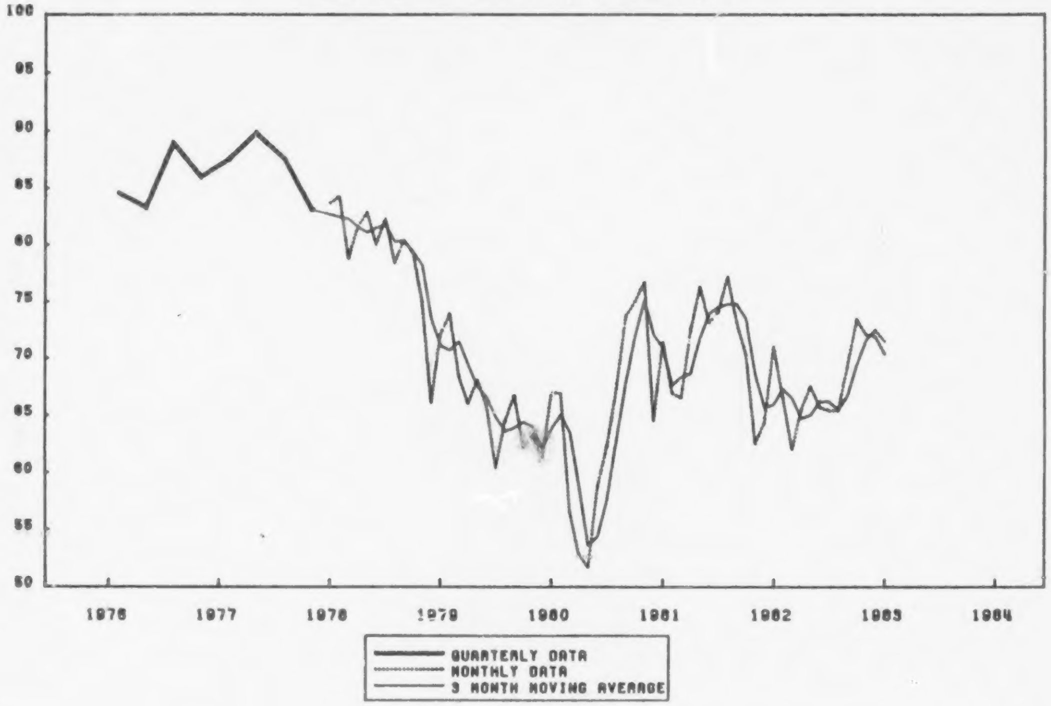

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

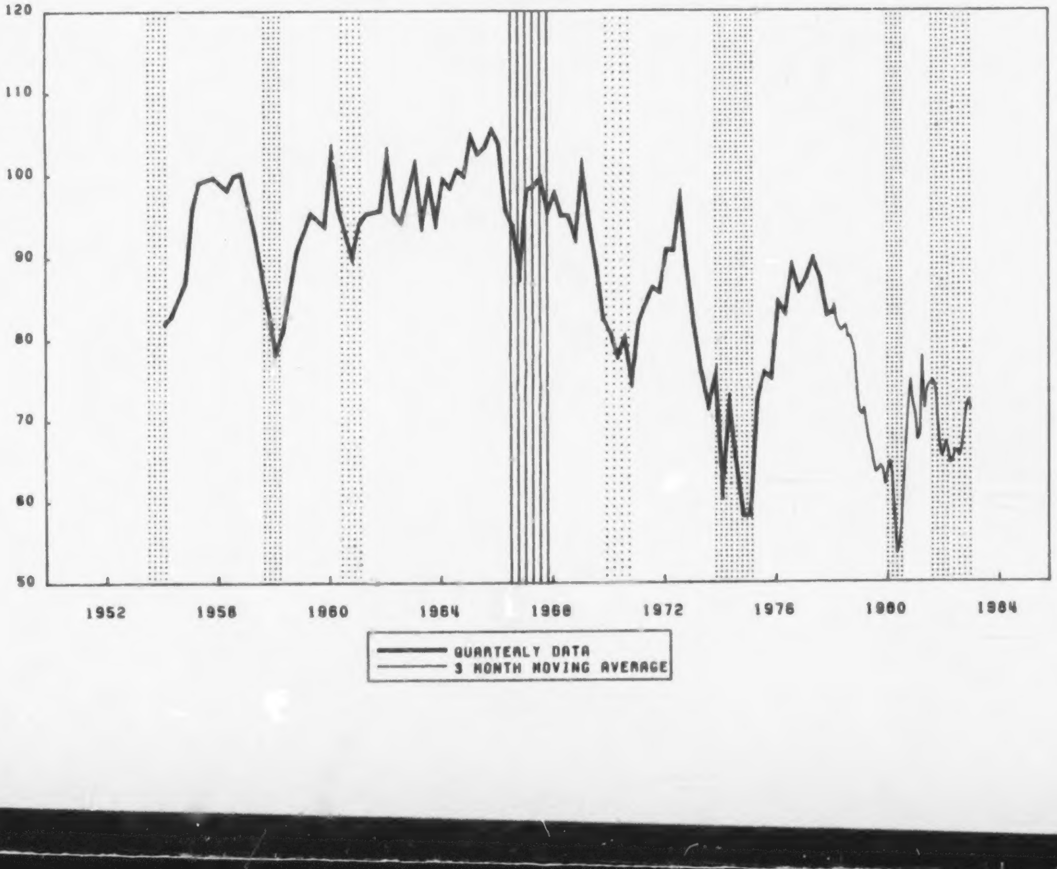

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
January 1980	67.0	70.8	70.9
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

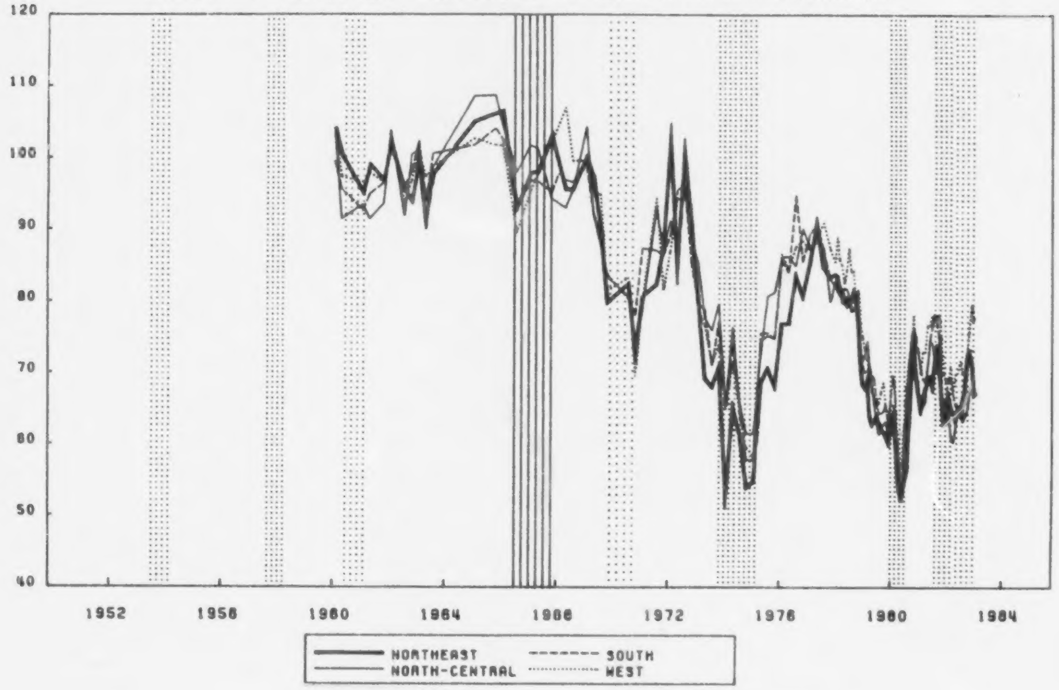

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

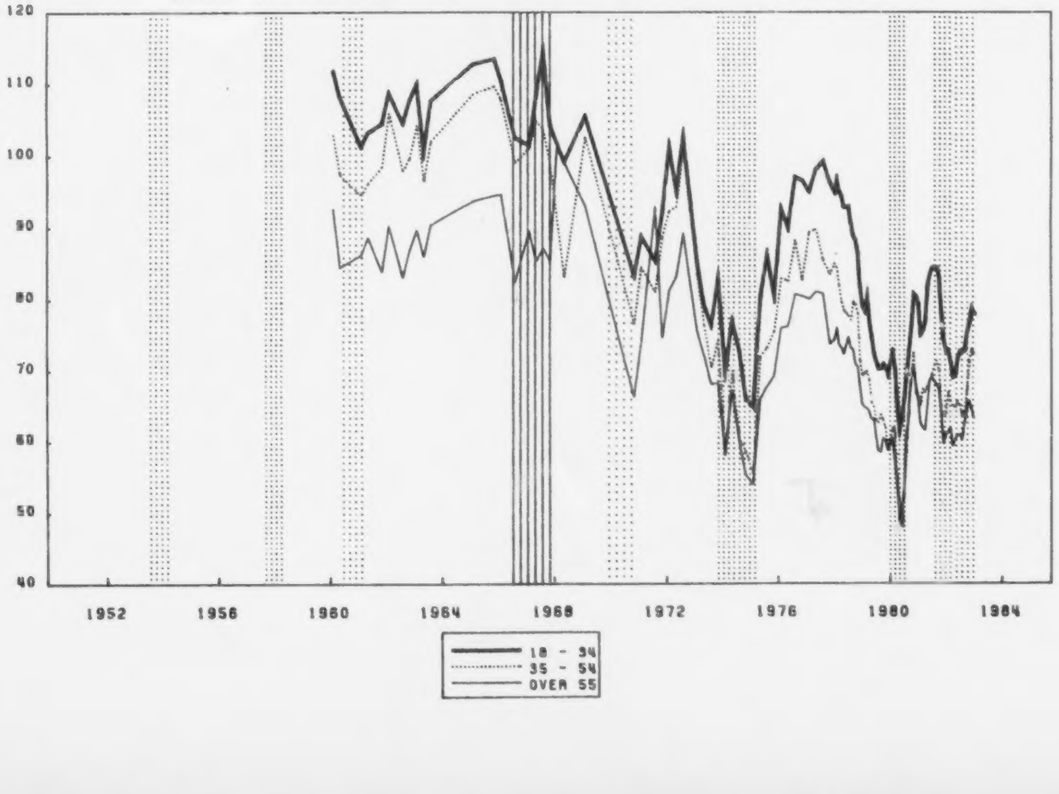

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
January	1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February	1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March	1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April	1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May	1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June	1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

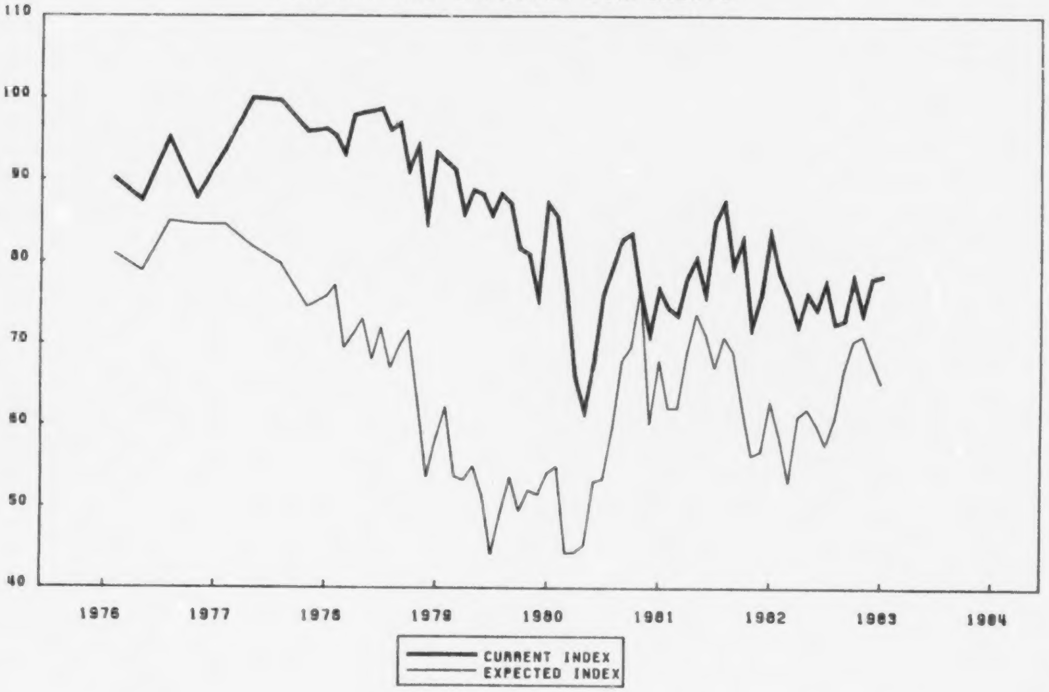

CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

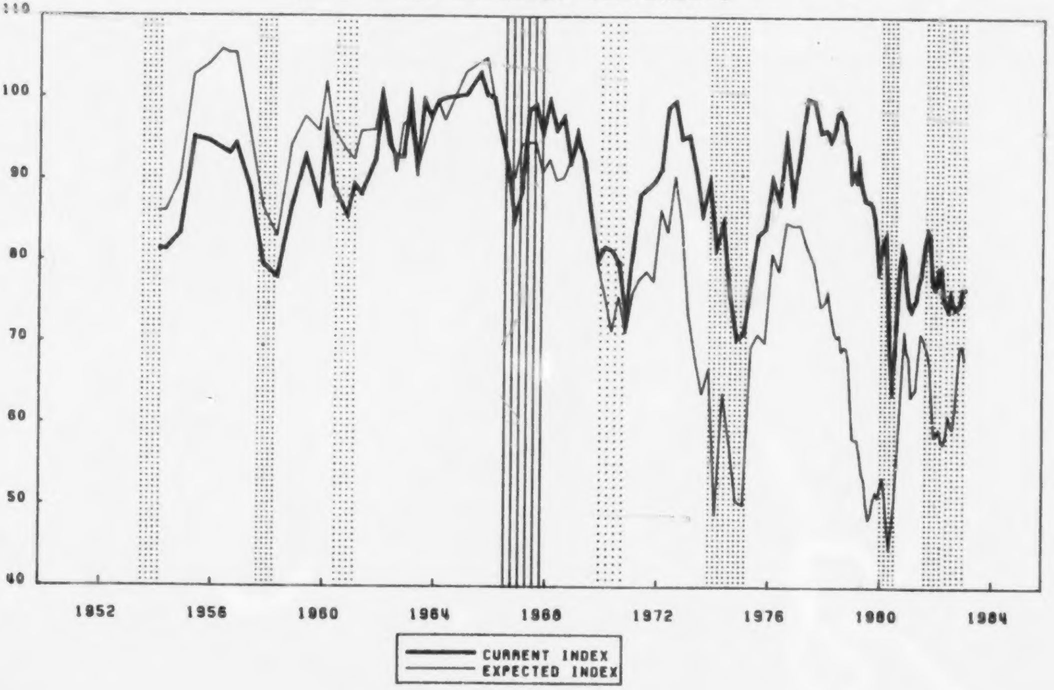

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions		Buying conds.	Current Index	Expected Index
	Current	Expected	12 months	5 years			
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

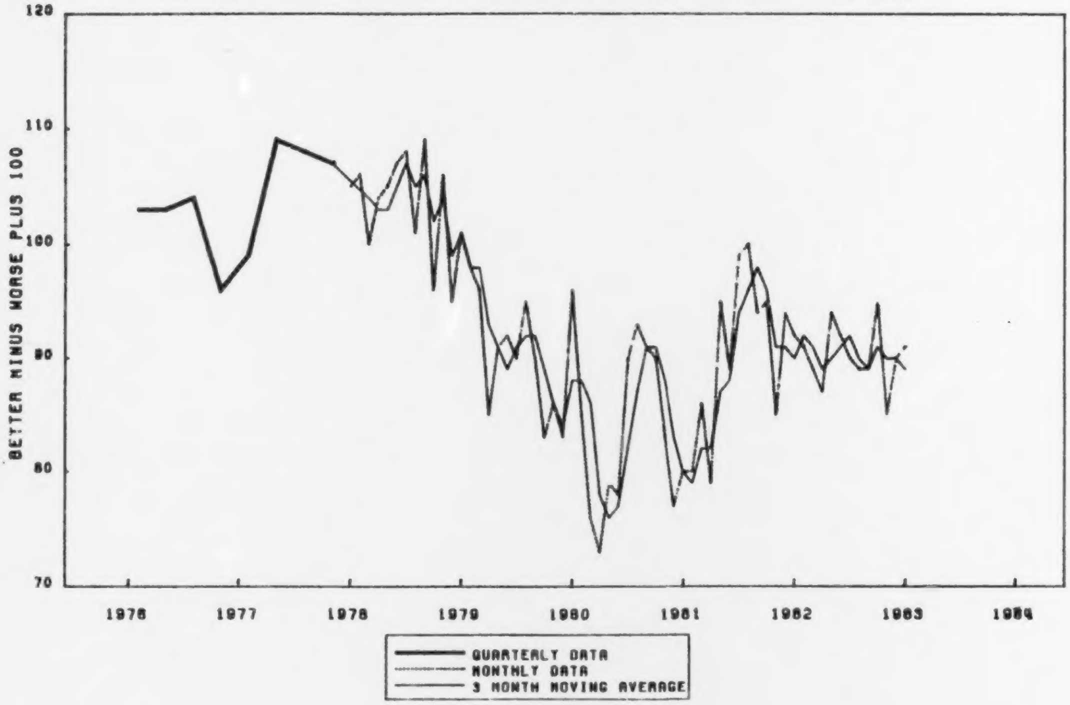

CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

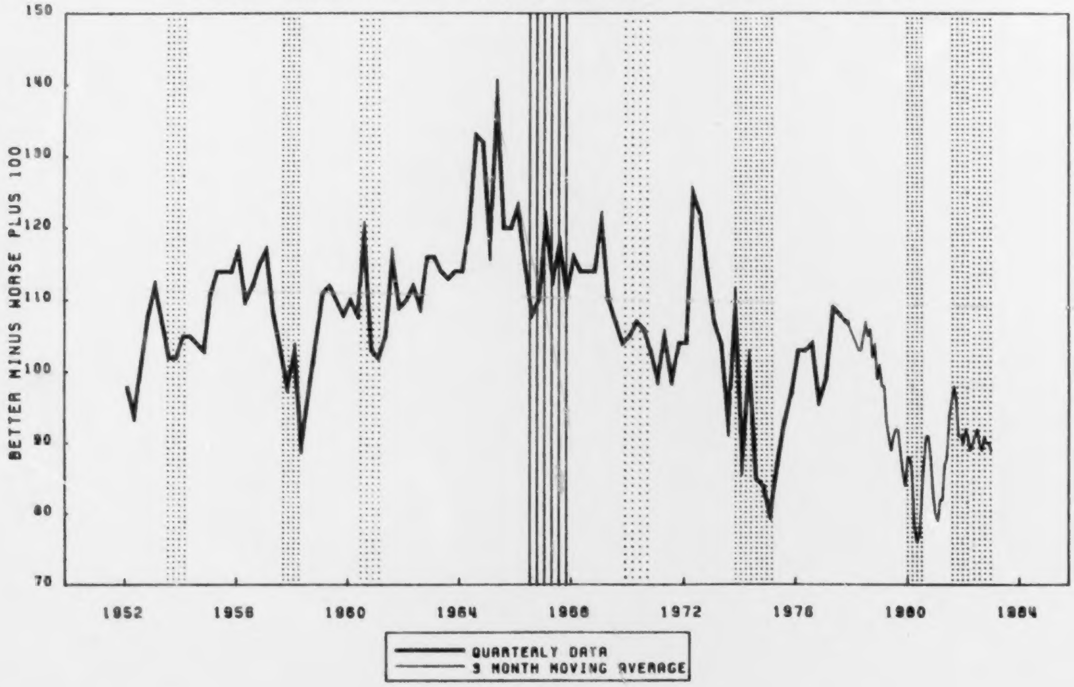

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%	29%
SAME	28	30	27	33	32	32	28	30	27	27	23	34	33
WORSE OFF	40	39	42	40	37	38	41	40	42	39	46	38	38
DK,NA	*	1	*	*	*	*	*	1	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

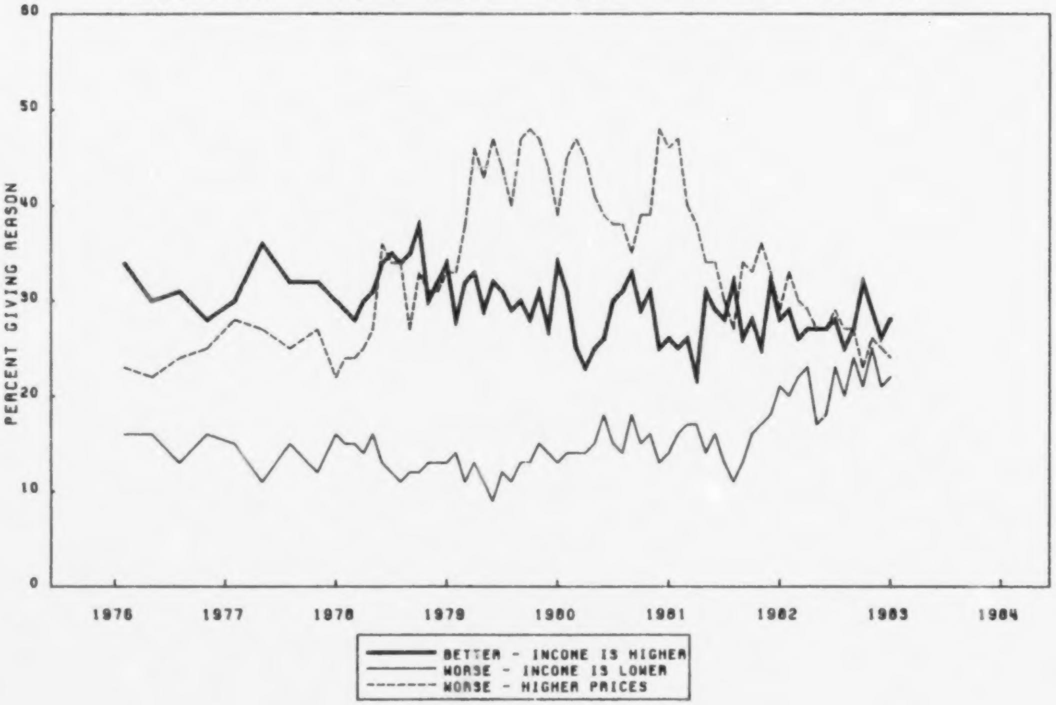

CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

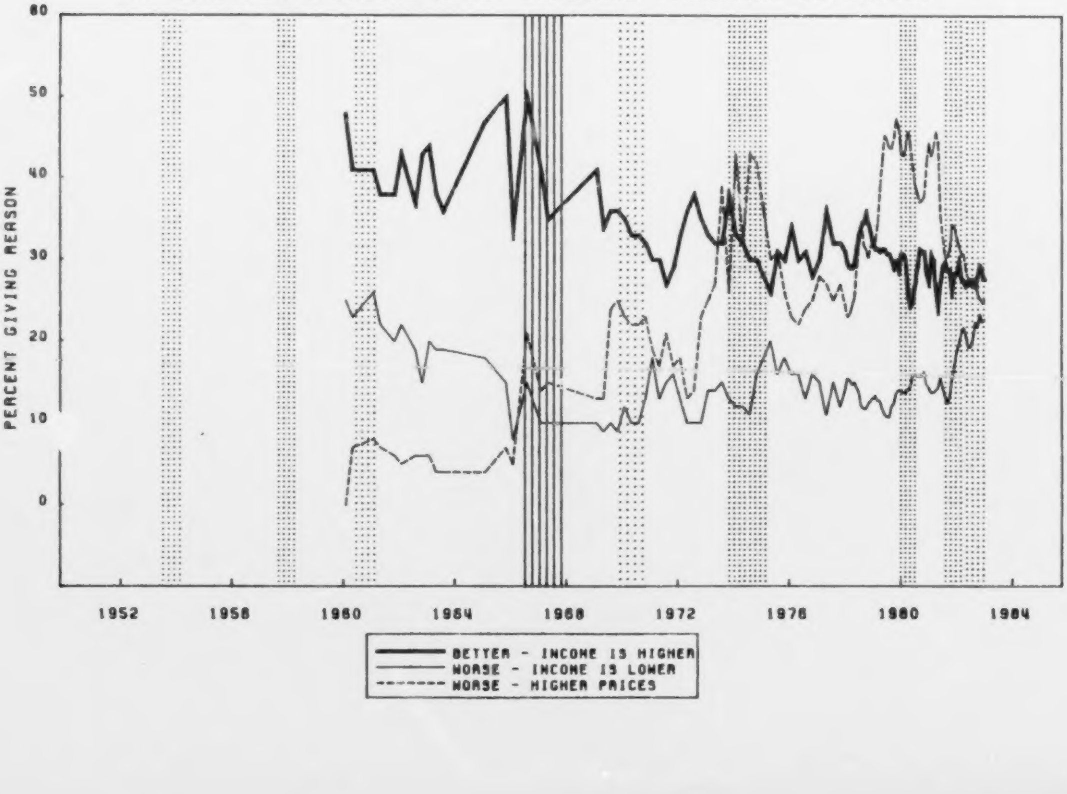

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%	28%
WORSE OFF THAN YEAR AGO:													
Income is lower	21	20	22	23	17	18	23	20	24	21	25	21	22
Higher prices	29	33	30	29	27	27	29	27	27	23	26	25	24

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

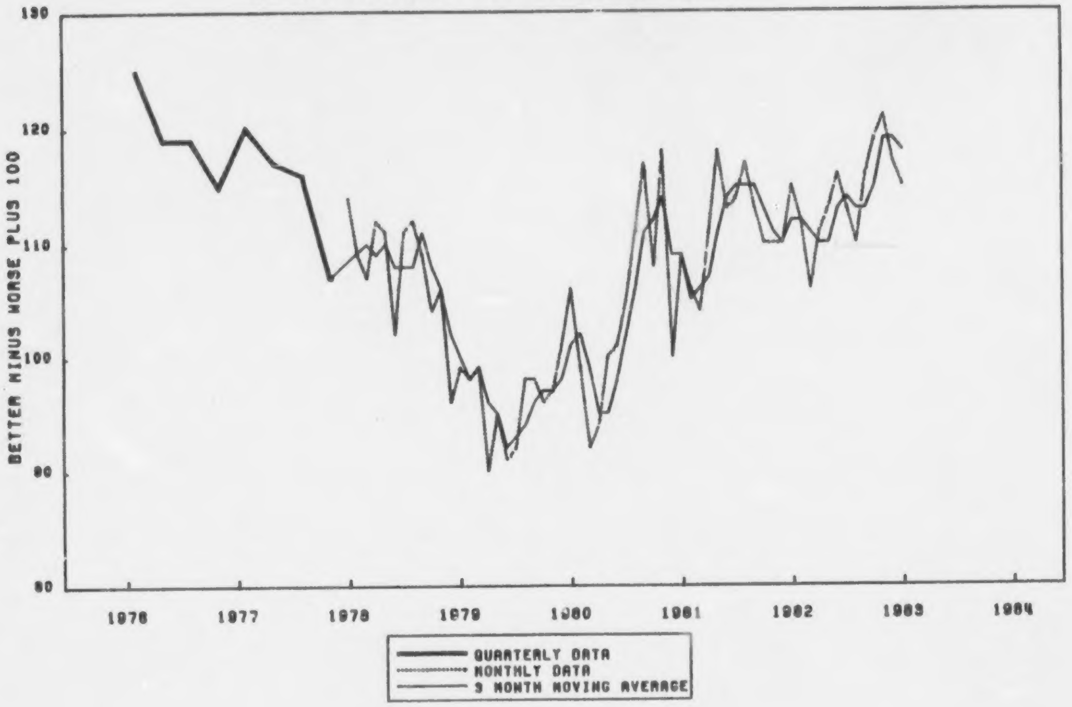

CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

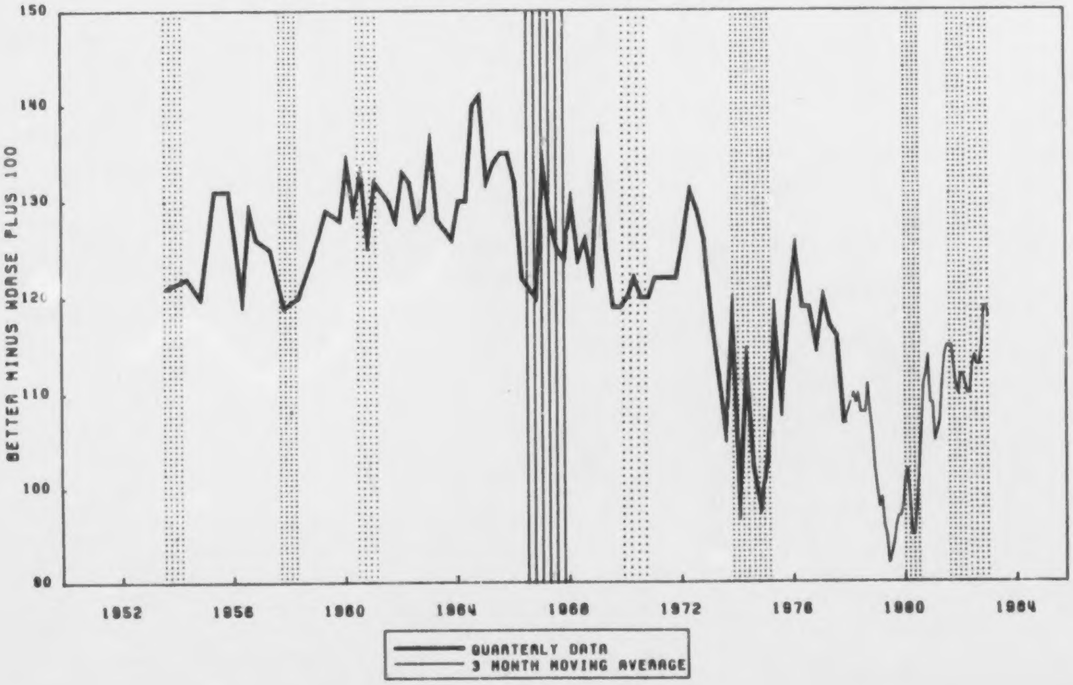

TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%	34%
SAME	46	47	48	45	49	45	49	46	48	45	43	46	44
WORSE OFF	18	18	21	20	17	18	17	20	17	16	16	17	19
DK,NA	3	5	4	4	4	3	4	4	2	4	4	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

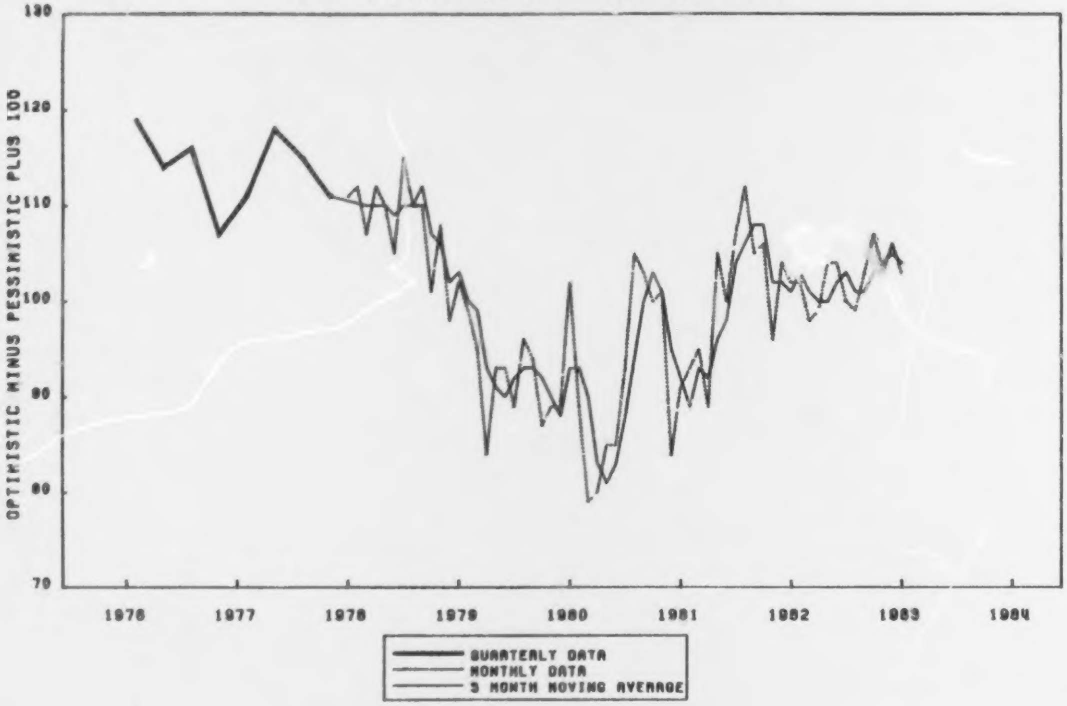

CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

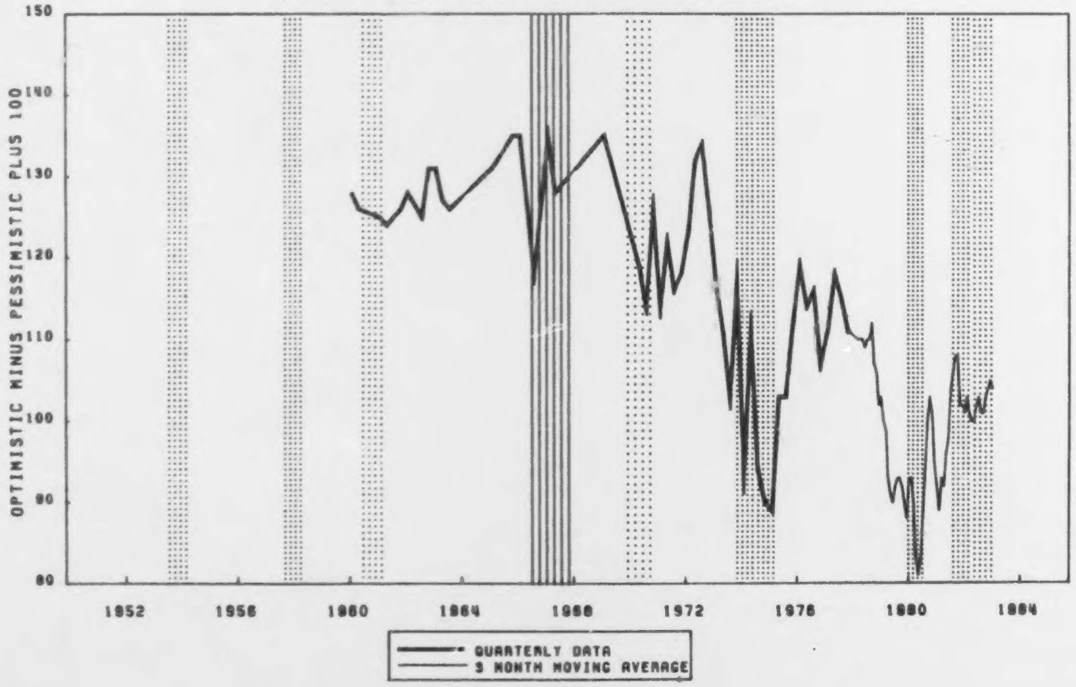

TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%	15%
Intermittent increase (b)	21	19	22	20	23	22	19	18	21	20	19	22	20
Remain unchanged (c)	15	18	14	17	17	16	17	18	16	14	12	18	16
Intermittent decline (d)	23	20	22	21	22	23	23	21	22	21	22	18	21
Continuous decline (e)	11	12	13	12	11	9	11	13	11	10	10	12	11
Mixed change (f)	12	11	14	14	9	13	11	11	12	12	18	13	13
DK,NA	3	5	4	4	4	3	4	4	3	5	3	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

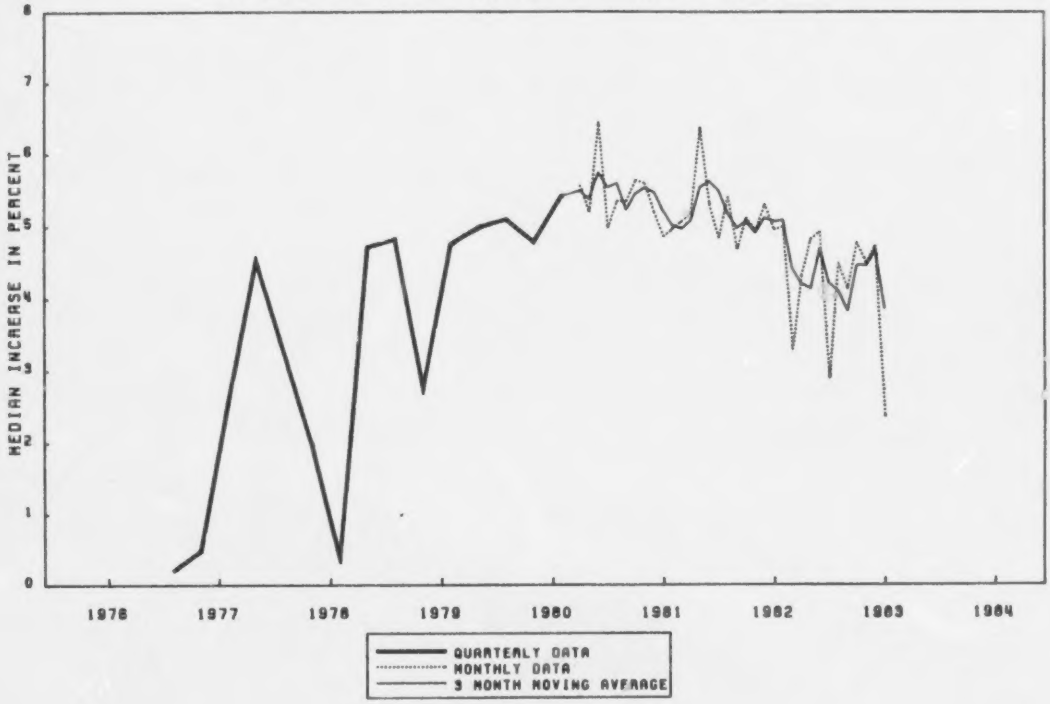

TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
EXPECT INCREASE:													
1-4%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%	11%
5%	10	9	8	10	9	11	8	7	9	9	9	10	9
6-9%	11	12	9	8	11	13	10	12	9	11	7	9	8
10-24%	22	22	19	19	20	20	17	18	21	18	19	22	13
25% or more	7	6	7	7	8	7	6	7	7	8	9	7	7
DK how much up	4	6	6	6	7	4	6	6	4	7	6	4	6
EXPECT SAME	23	25	25	24	24	21	27	24	30	23	27	24	28
EXPECT DOWN	14	13	18	18	15	17	16	15	13	14	14	17	17
DK,NA	2	2	3	1	1	1	1	3	1	3	3	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

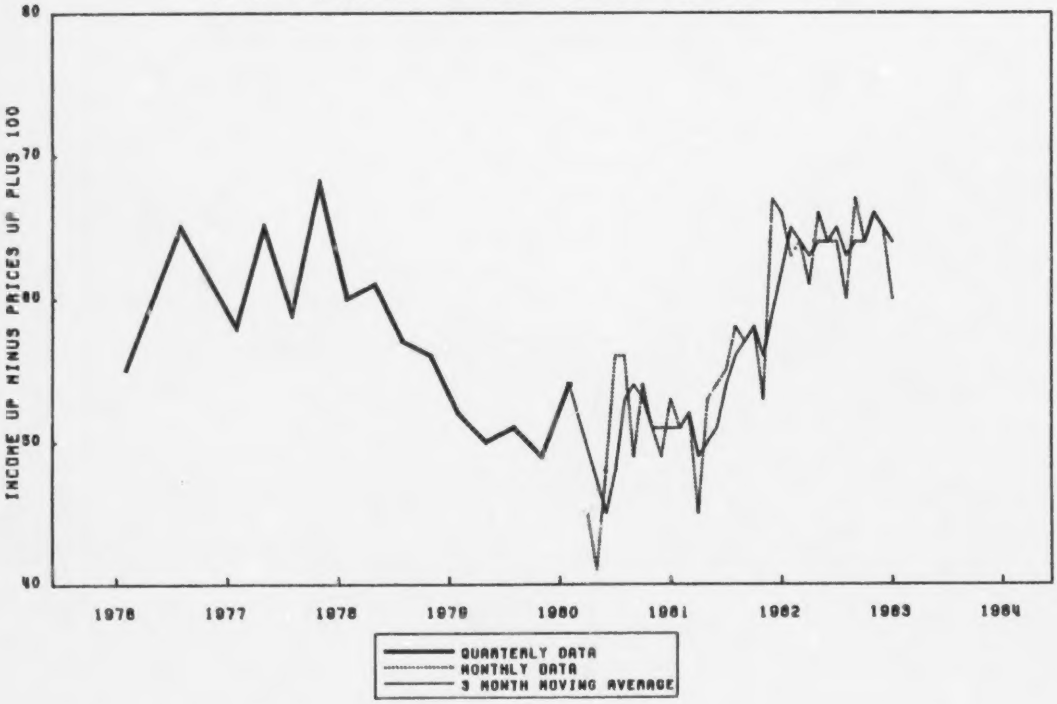

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
INCOME UP MORE	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%	14%
INCOME UP SAME	30	30	31	32	29	31	29	30	32	27	33	35	30
PRICES UP MORE	51	53	52	53	52	52	53	54	50	54	50	49	54
DK,NA	2	1	1	1	1	1	1	2	1	1	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

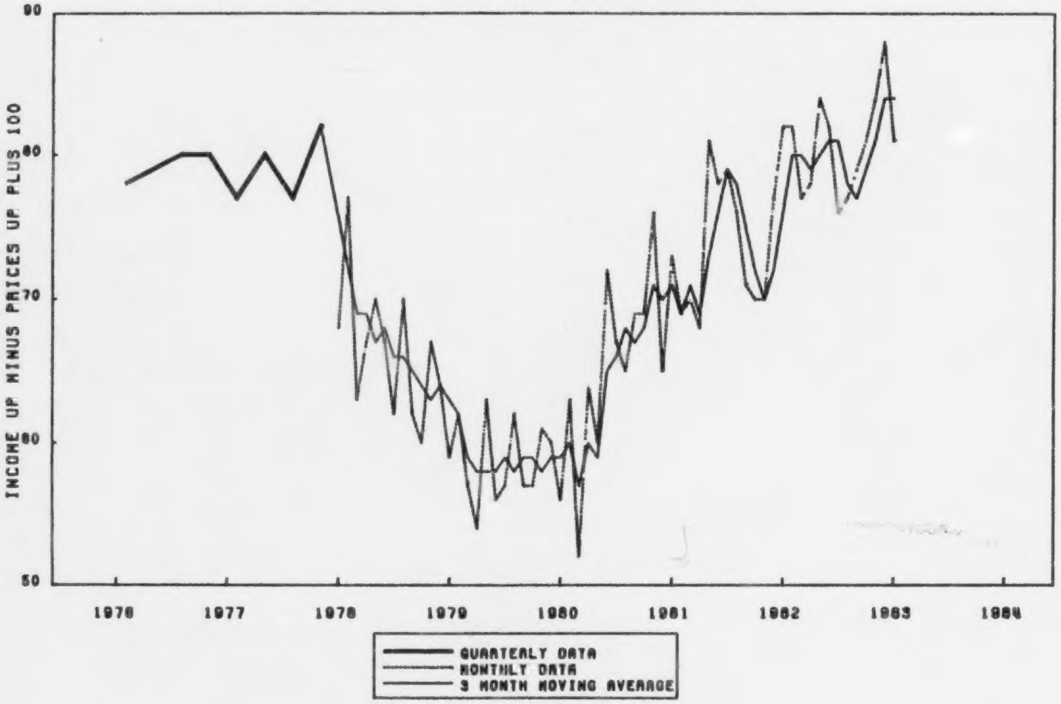

TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
INCOME UP MORE	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%	19%
INCOME UP SAME	45	40	41	42	43	43	41	40	37	42	42	44	40
PRICES UP MORE	35	38	39	39	35	36	40	40	41	37	35	33	38
DK,NA	3	2	4	2	3	3	3	3	2	3	4	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

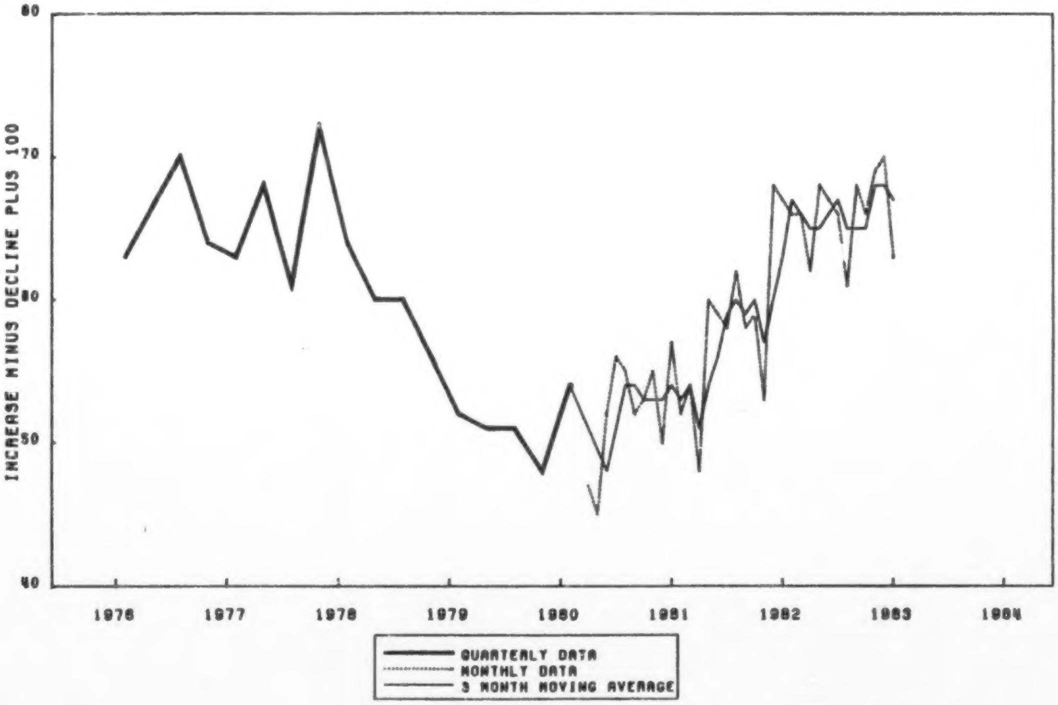

TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%	8%
Intermittent increase (b)	11	9	10	9	8	11	11	8	12	10	10	11	9
Remain unchanged (c)	19	20	20	19	20	19	19	19	18	17	19	21	18
Intermittent decline (d)	25	22	21	25	24	24	21	23	21	23	25	25	24
Continuous decline (e)	28	30	30	30	26	28	32	32	32	30	25	24	30
Mixed change (f)	5	8	8	6	9	7	5	6	5	8	7	7	7
DK,NA	3	2	4	3	3	3	4	4	3	3	5	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

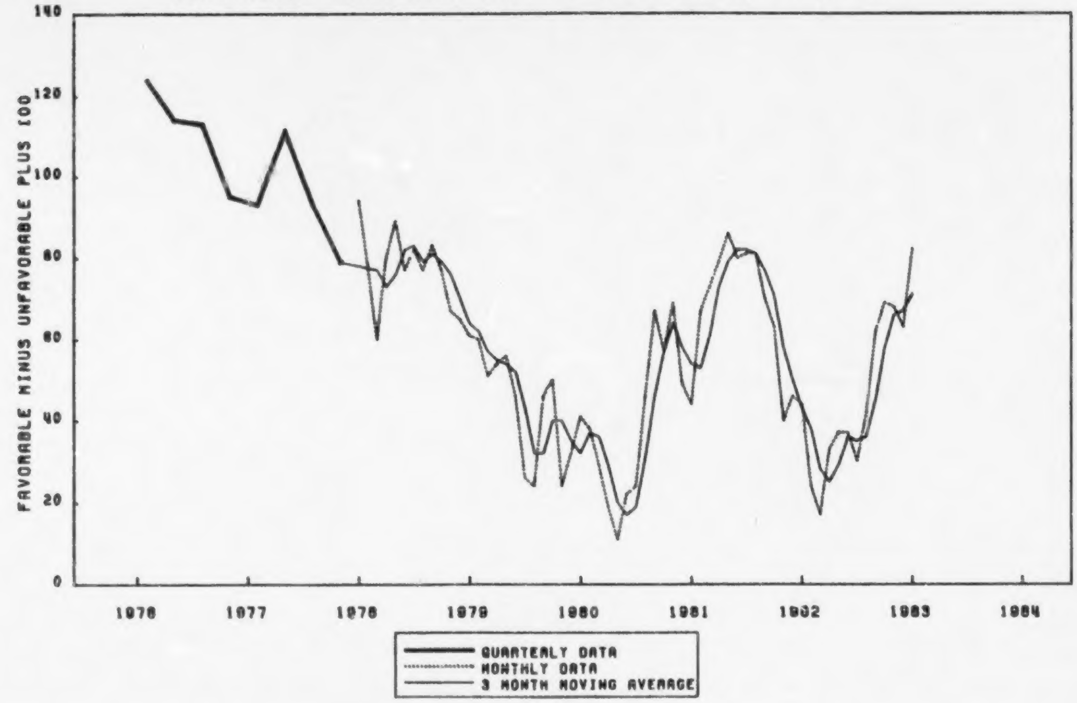

CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

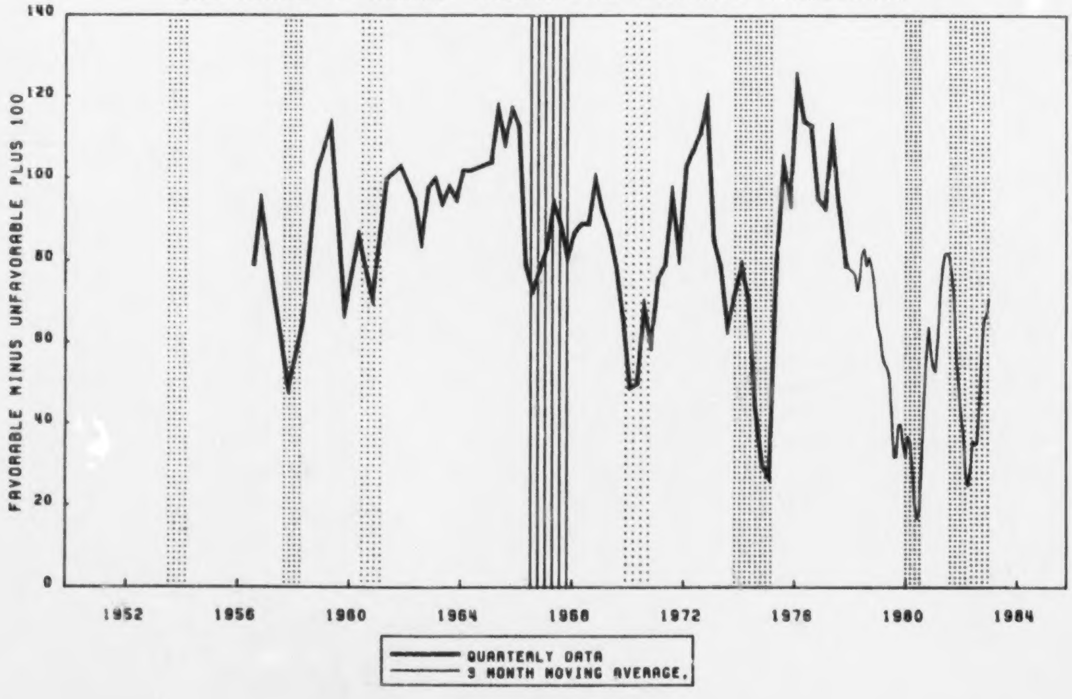

TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE NEWS	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%	47%
UNFAVORABLE NEWS	79	96	101	90	86	87	90	86	78	70	72	76	65
NO MENTIONS	33	29	26	29	31	31	31	26	26	29	29	27	28

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

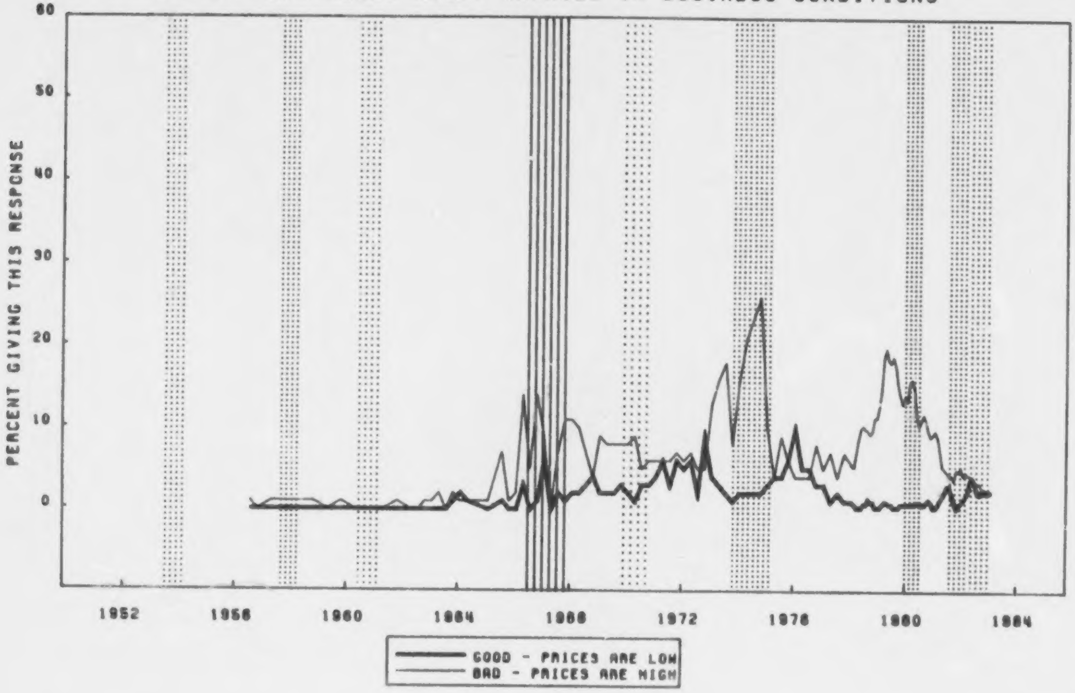

CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

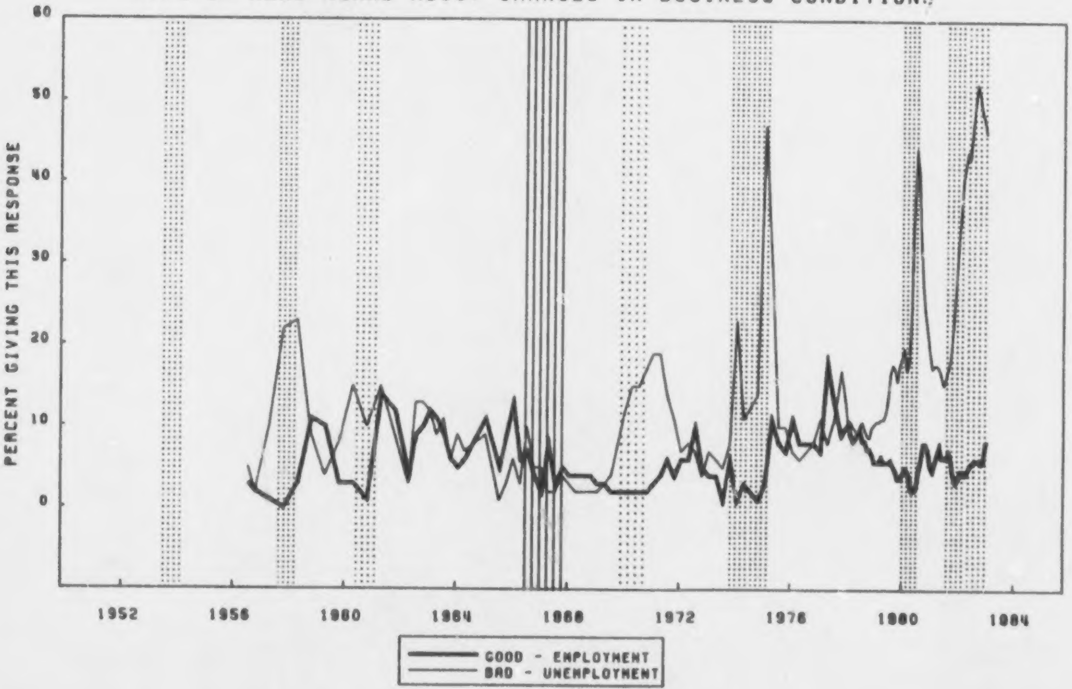

TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE NEWS:													
Government; elections	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%	3%
Employment	5	5	4	4	6	6	5	7	6	5	6	7	12
Consumer demand high	1	*	*	2	2	3	2	3	1	2	2	3	4
Prices are low	2	1	2	4	5	3	2	2	2	3	2	2	3
Credit is easy	6	5	3	5	3	2	3	9	17	17	18	15	15
UNFAVORABLE NEWS:													
Government; elections	5	6	7	5	4	4	4	4	4	3	2	3	3
Unemployment	35	40	46	41	45	44	52	53	52	48	47	49	43
Consumer demand low	11	14	12	11	8	9	8	6	5	5	7	8	5
Prices are high	5	4	5	4	4	4	3	3	4	1	3	2	3
Credit is tight	6	8	10	10	6	8	9	6	3	3	1	1	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

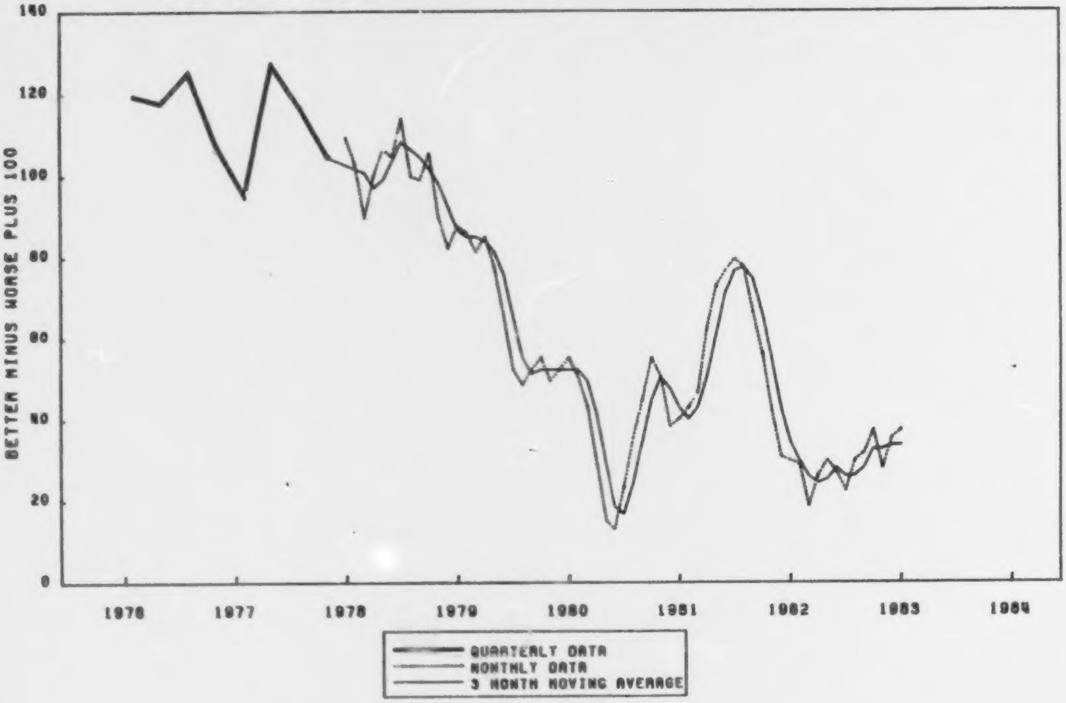

CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

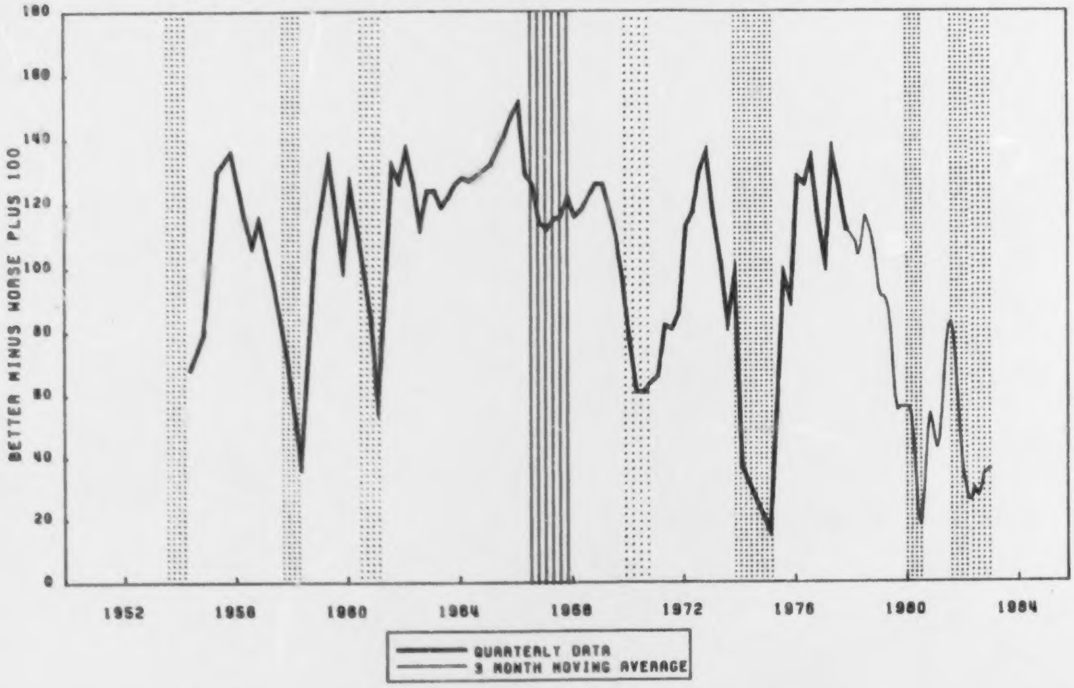

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER NOW	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%	16%
SAME	8	8	5	9	6	6	8	6	8	9	5	9	8
WORSE NOW	79	80	87	81	80	82	83	80	79	75	82	76	76
DK,NA	2	1	1	1	2	1	2	2	*	1	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

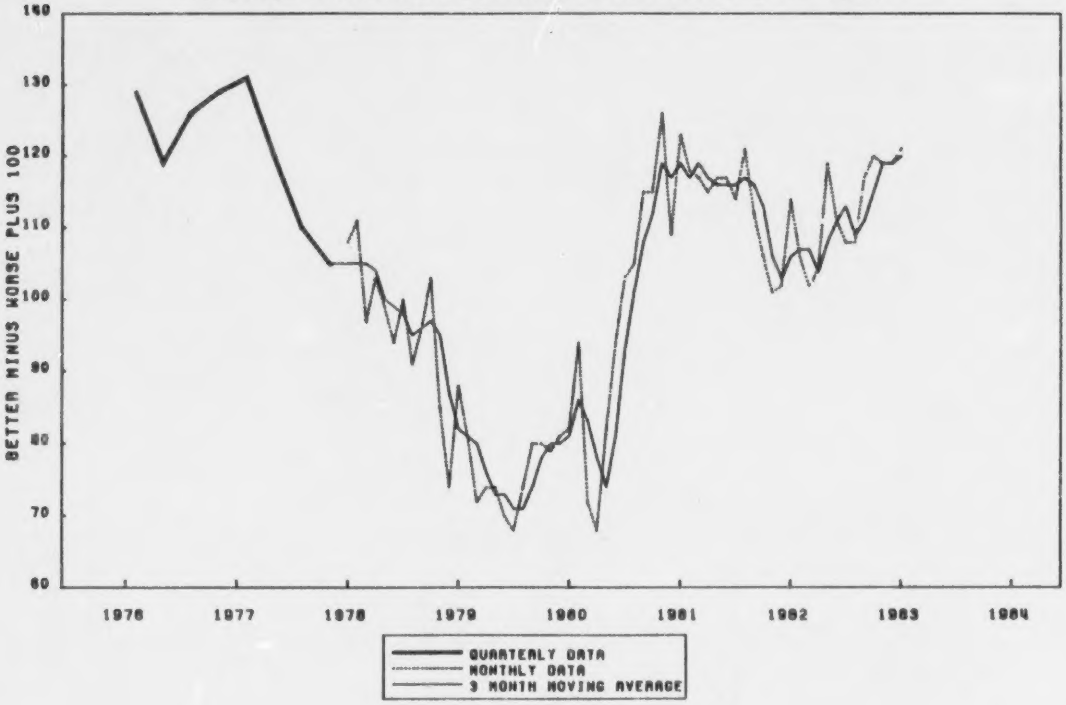

CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

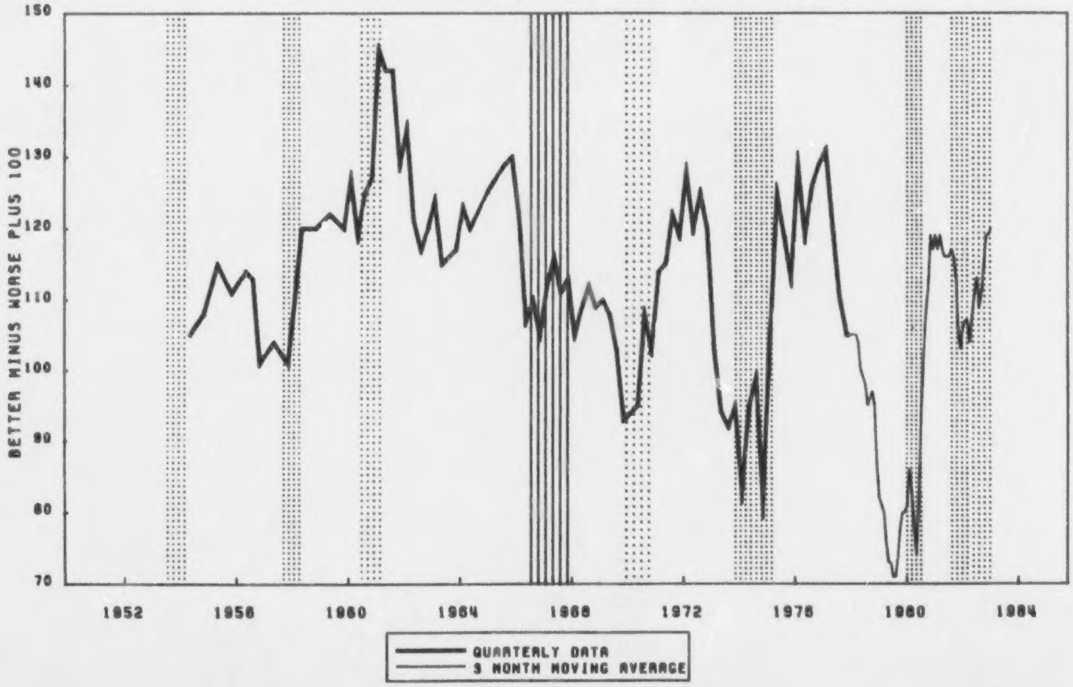

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%	38%
SAME	36	36	42	38	39	34	41	43	43	36	41	41	43
WORSE	24	28	27	28	20	26	25	23	19	20	19	20	17
DK,NA	2	2	2	2	2	3	1	3	2	4	2	*	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

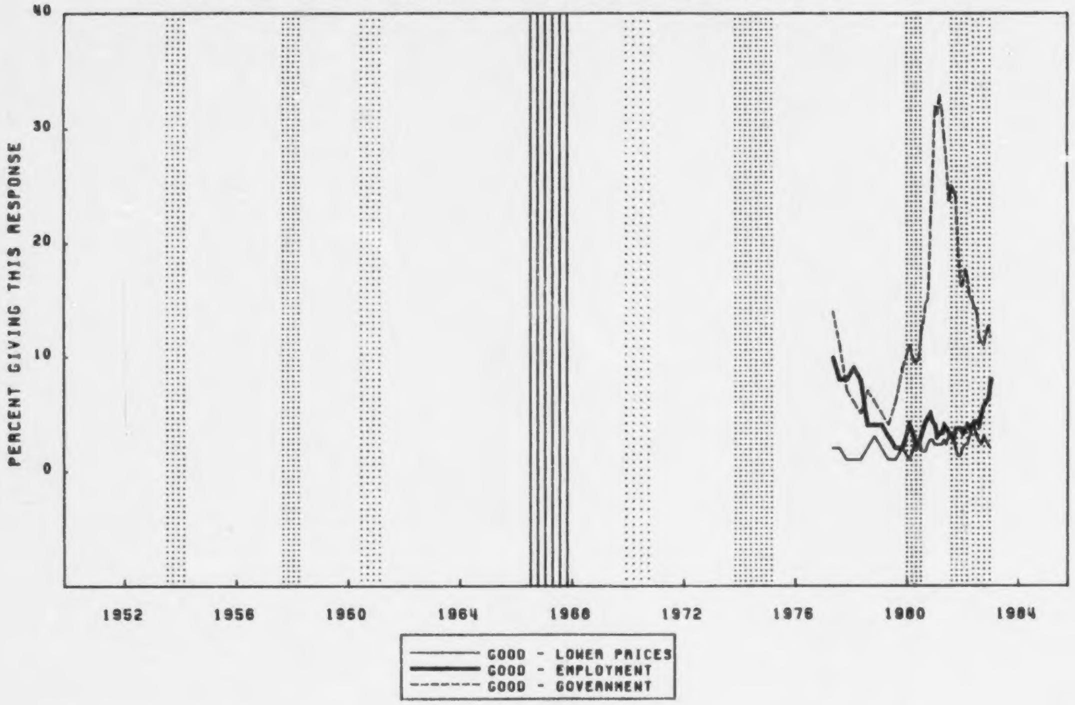

CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

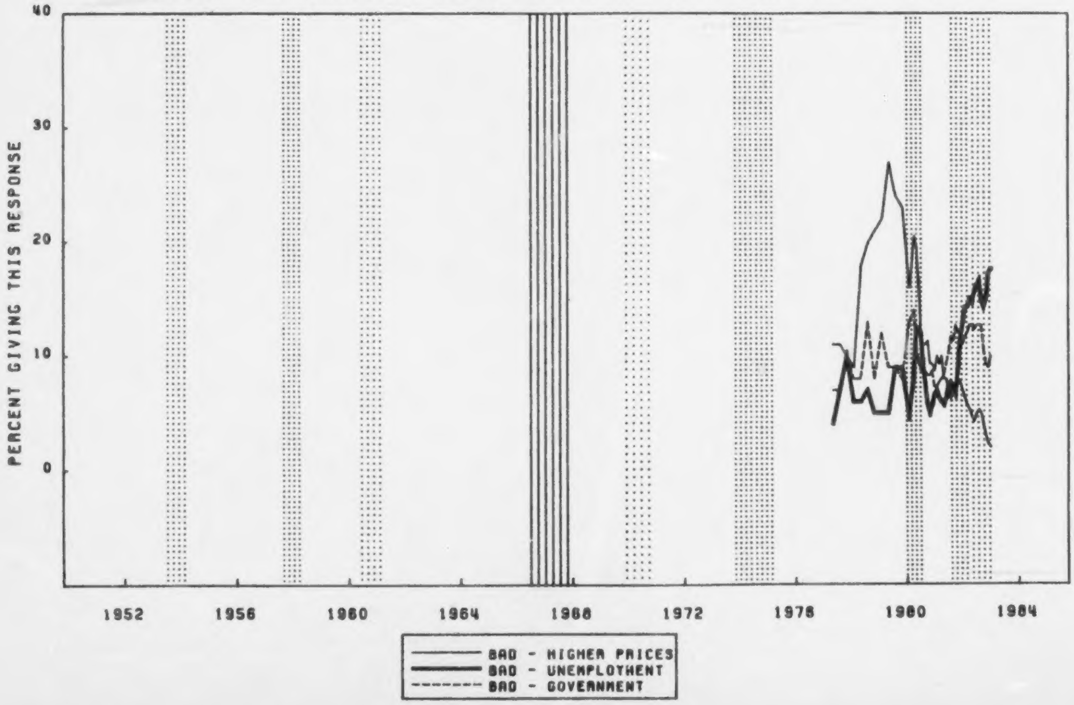

TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE REASONS:													
Government; elections	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%	8%
Employment	5	4	3	4	5	4	4	4	7	6	5	8	11
Higher consumer demand	3	2	3	3	4	6	3	3	3	4	4	6	5
Lower prices	3	2	2	5	4	3	2	2	3	4	1	2	3
Easier credit	5	5	7	7	10	9	5	8	13	15	12	12	12
UNFAVORABLE REASONS:													
Government; elections	11	12	13	13	12	12	14	12	12	8	8	11	11
Unemployment	12	16	15	14	15	18	16	16	13	14	18	20	15
Lower consumer demand	6	7	9	7	4	6	5	3	5	3	5	5	4
Higher prices	5	6	6	4	4	5	6	5	4	3	2	2	2
Tighter credit	4	7	7	5	6	10	9	6	7	3	3	2	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

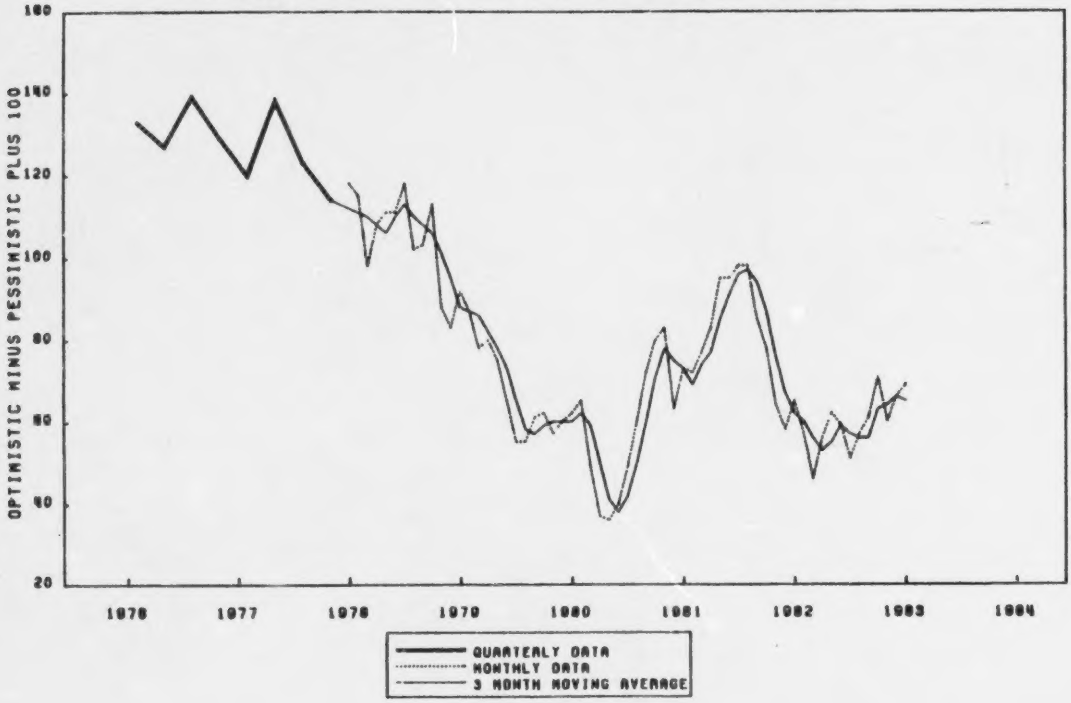

CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

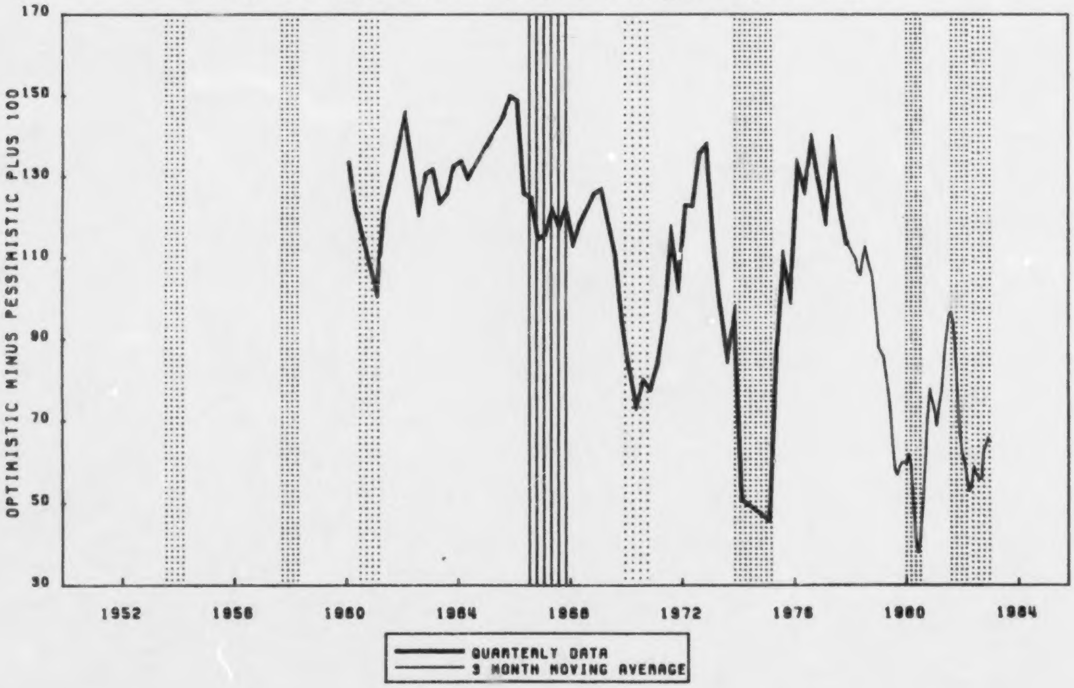

TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
TREND:													
Continuous increase (a)	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%	11%
Intermittent increase (b)	9	6	5	7	6	6	5	7	6	9	7	9	9
Remain unchanged (c)	3	4	2	4	3	2	3	3	4	3	1	4	3
Intermittent decline (d)	27	30	37	30	33	29	36	35	36	29	37	33	35
Continuous decline (e)	23	25	26	26	19	24	23	22	17	19	18	18	16
Mixed change (f)	29	26	23	24	28	30	25	22	27	26	27	27	24
DK,NA	3	3	3	4	3	3	3	4	2	4	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

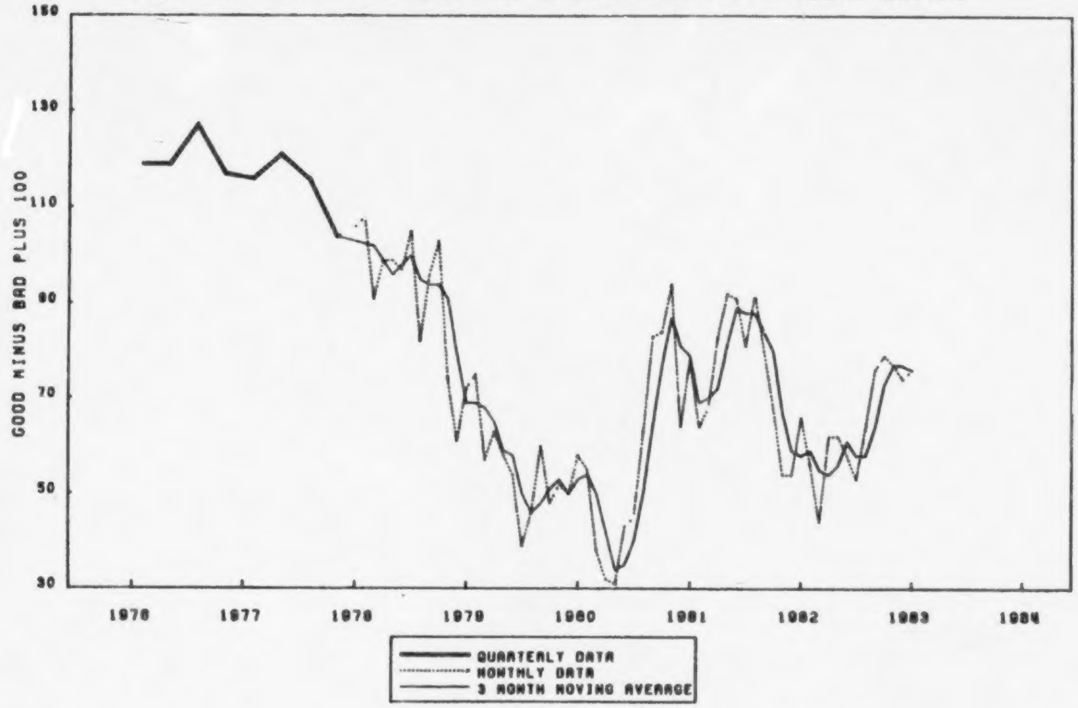

CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

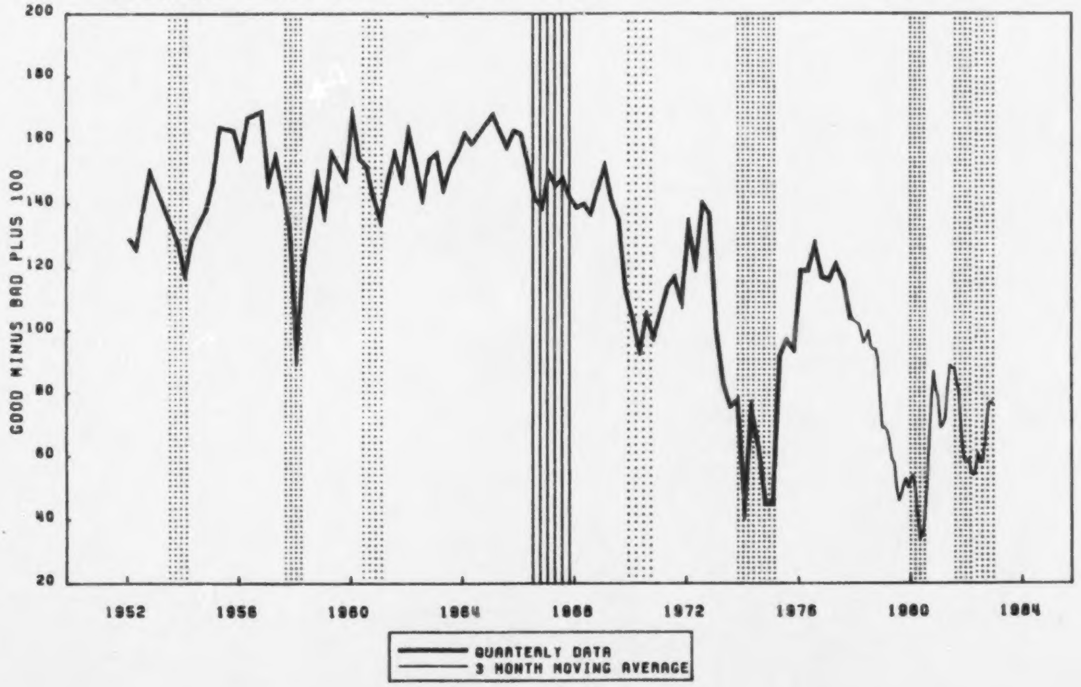

TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIMES	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%	34%
UNCERTAIN; GOOD & BAD	1	2	2	1	1	1	2	5	4	3	4	2	1
BAD TIMES	64	67	73	66	65	67	70	62	57	56	56	58	58
DON´T KNOW	3	4	3	4	4	4	3	3	4	4	3	5	3
NOT ASCERTAINED	2	4	5	1	3	3	2	4	2	2	4	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we´ll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

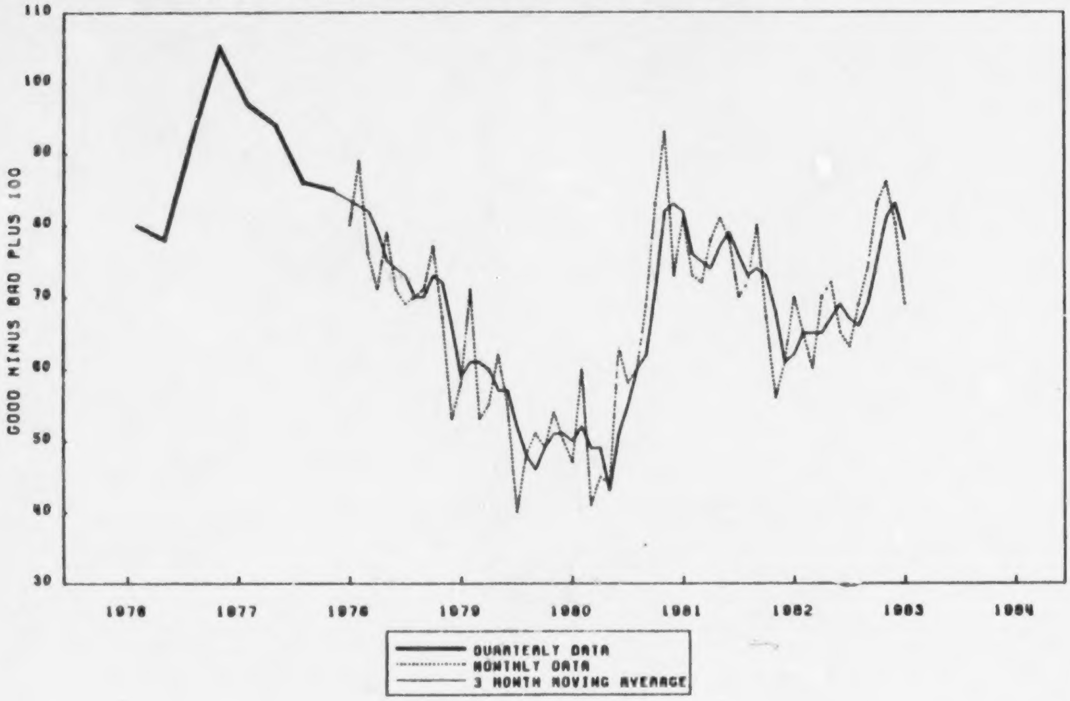

CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

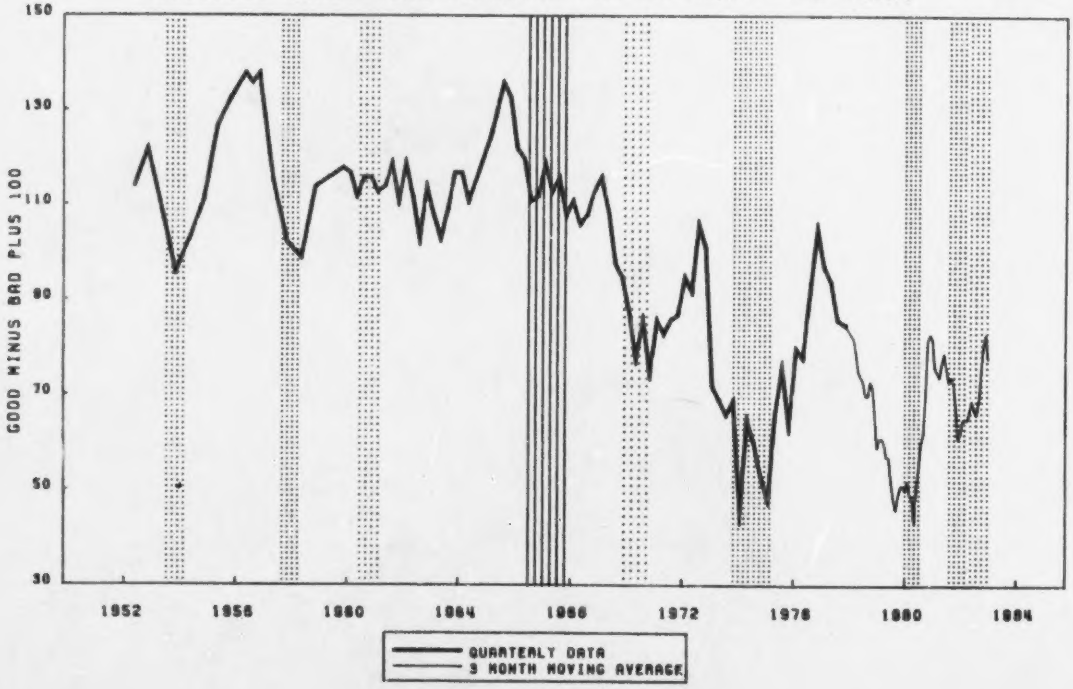

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIMES	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%	26%
UNCERTAIN; GOOD & BAD	11	13	13	13	13	12	15	15	14	14	14	14	12
BAD TIMES	58	59	62	55	55	59	59	54	54	49	47	49	57
NOT ASCERTAINED	3	4	3	7	5	5	4	8	4	5	6	8	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
LESS	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%	23%
SAME	34	33	32	34	35	35	35	35	38	36	42	40	45
MORE	49	52	54	50	47	48	48	46	43	41	37	37	30
DK,NA	1	2	1	2	1	1	1	2	1	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

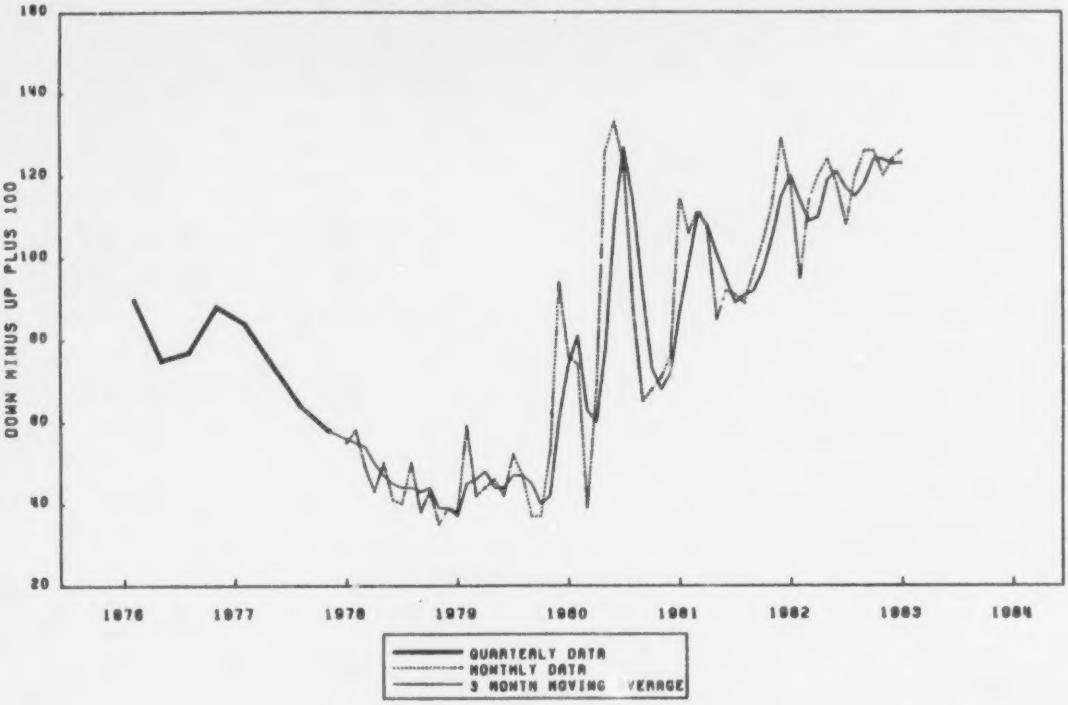

CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

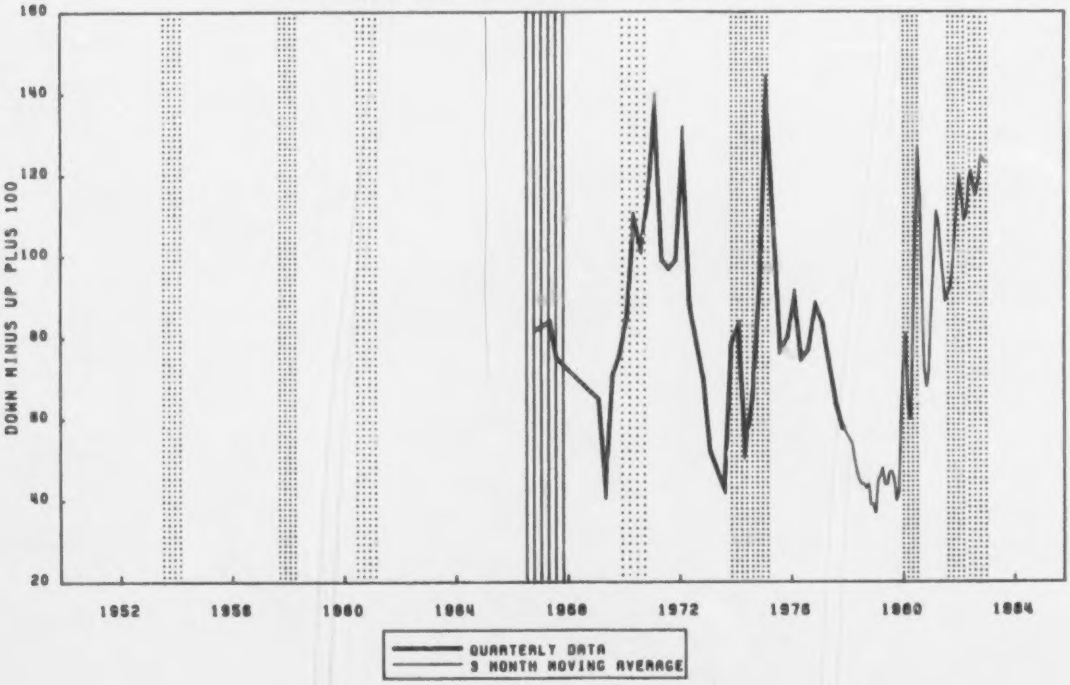

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GO UP	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%	18%
STAY THE SAME	28	33	33	33	34	37	41	34	26	26	26	33	35
GO DOWN	43	29	39	42	43	39	32	41	48	48	45	44	44
DK,NA	4	4	3	3	4	3	3	4	4	4	4	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

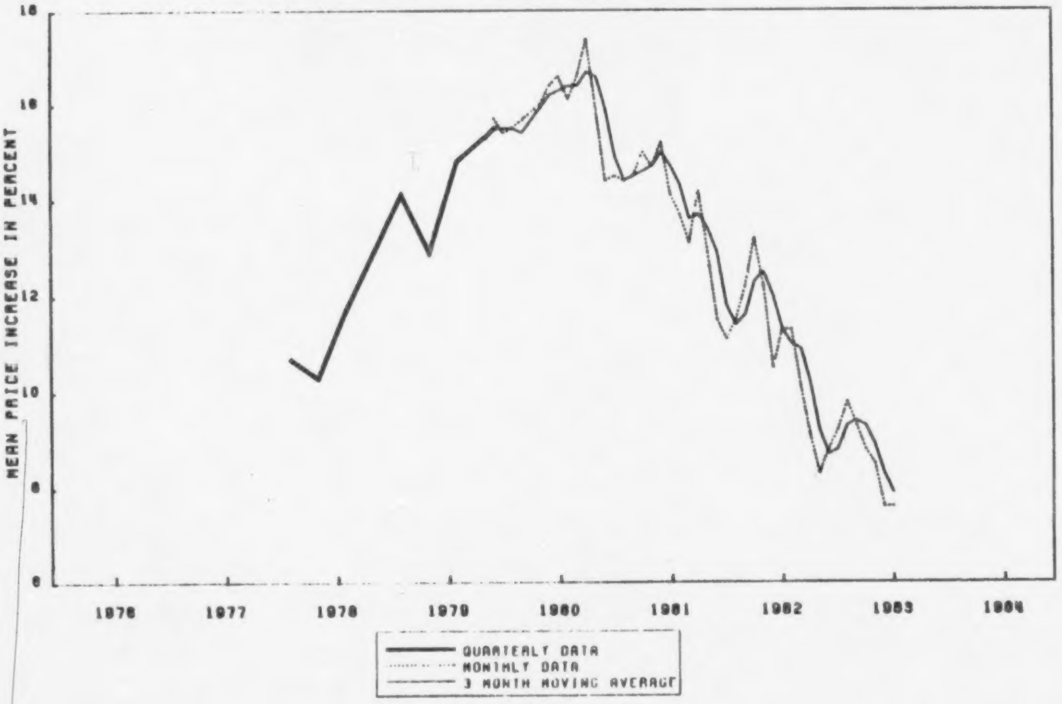

TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
SAME OR DOWN	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%	23%
GONE UP BY:													
1-2%	4	4	5	4	2	8	6	5	6	4	5	6	7
3-4%	5	6	7	7	11	10	8	8	10	7	9	9	11
5%	11	11	13	12	12	12	14	11	12	13	15	17	17
6-9%	17	14	12	14	13	14	13	16	14	12	12	12	9
10-14%	24	24	24	24	16	21	22	24	19	22	14	17	15
15% or more	22	22	19	17	17	16	18	17	16	14	18	14	12
DK how much up	6	6	5	7	6	5	6	6	7	7	6	5	5
DK,NA	*	*	*	*	*	*	1	1	*	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6
VARIANCE	126	132	114	83	96	93	87	96	115	106	102	82	108
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

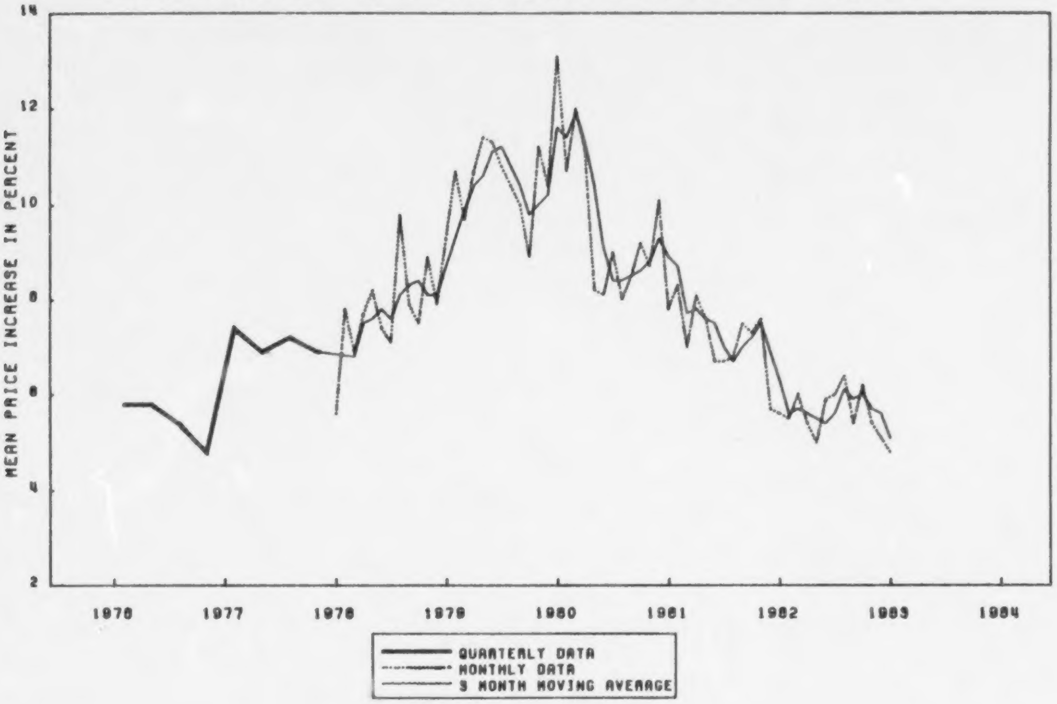

CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

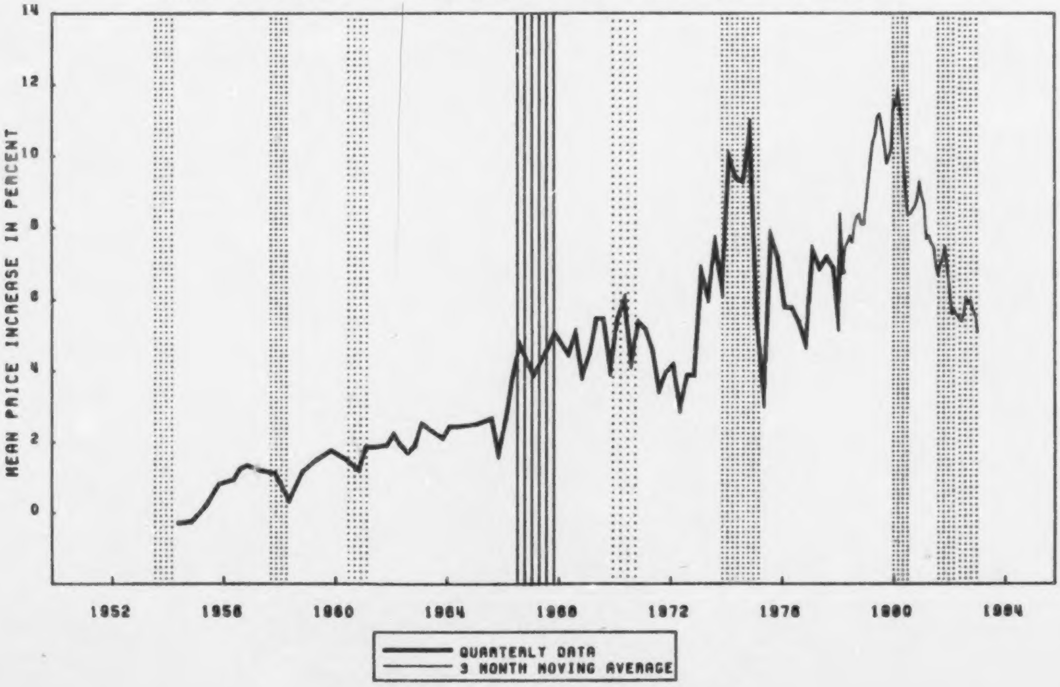

TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
SAME OR DOWN	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%	35%
WILL GO UP BY:													
1-2%	5	4	7	4	6	7	7	8	7	5	5	6	10
3-4%	8	7	11	7	9	10	10	12	9	8	10	13	11
5%	13	12	11	16	15	14	17	16	14	14	15	15	16
6-9%	11	12	12	10	11	10	15	12	13	11	11	9	7
10-14%	13	14	12	16	8	16	14	13	12	15	12	11	9
15% or more	8	7	11	8	8	8	7	11	7	9	9	8	7
DK how much up	4	5	2	3	4	3	5	3	5	5	3	3	3
DK,NA	2	1	2	3	3	2	2	2	2	2	3	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8
VARIANCE	59	59	85	54	58	71	53	65	59	82	55	56	67
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

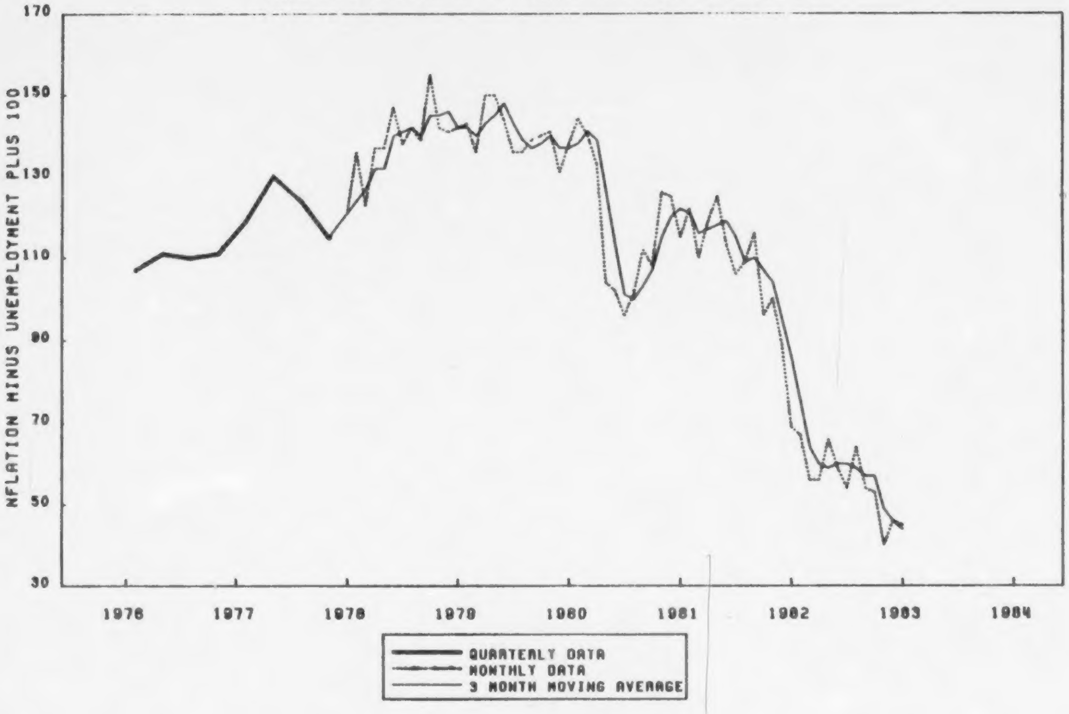

CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

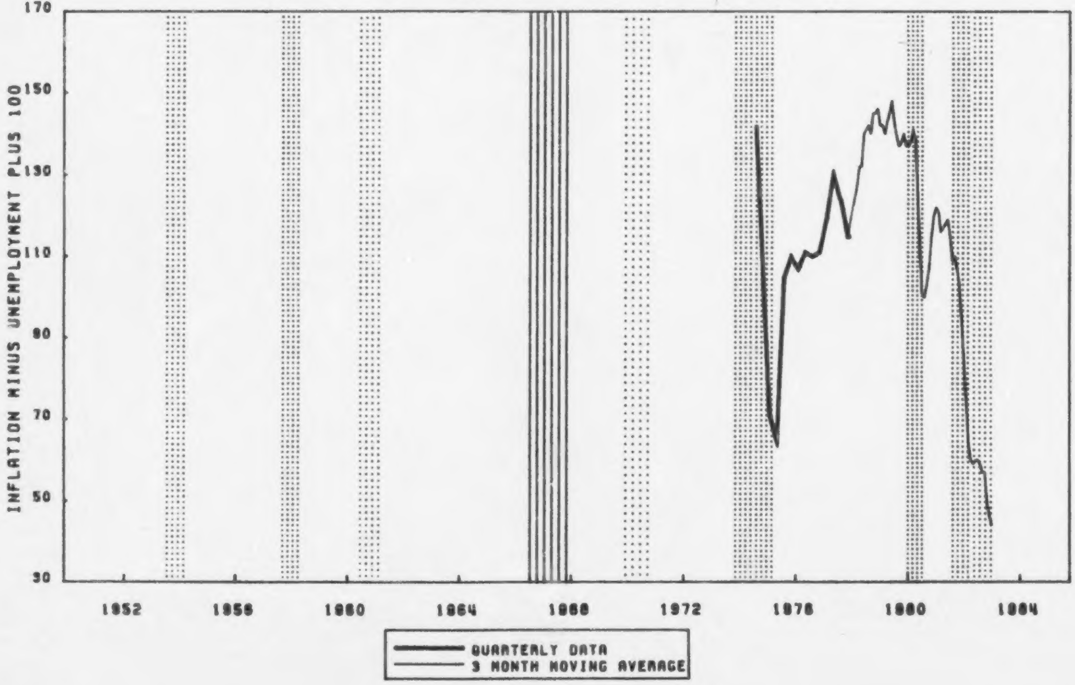

TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
UNEMPLOYMENT	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%	74%
BOTH EQUALLY SERIOUS	10	14	11	13	9	12	11	11	9	11	7	9	5
INFLATION	29	26	22	21	28	23	21	26	22	20	16	18	19
DK,NA	1	1	1	1	1	1	1	1	1	2	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

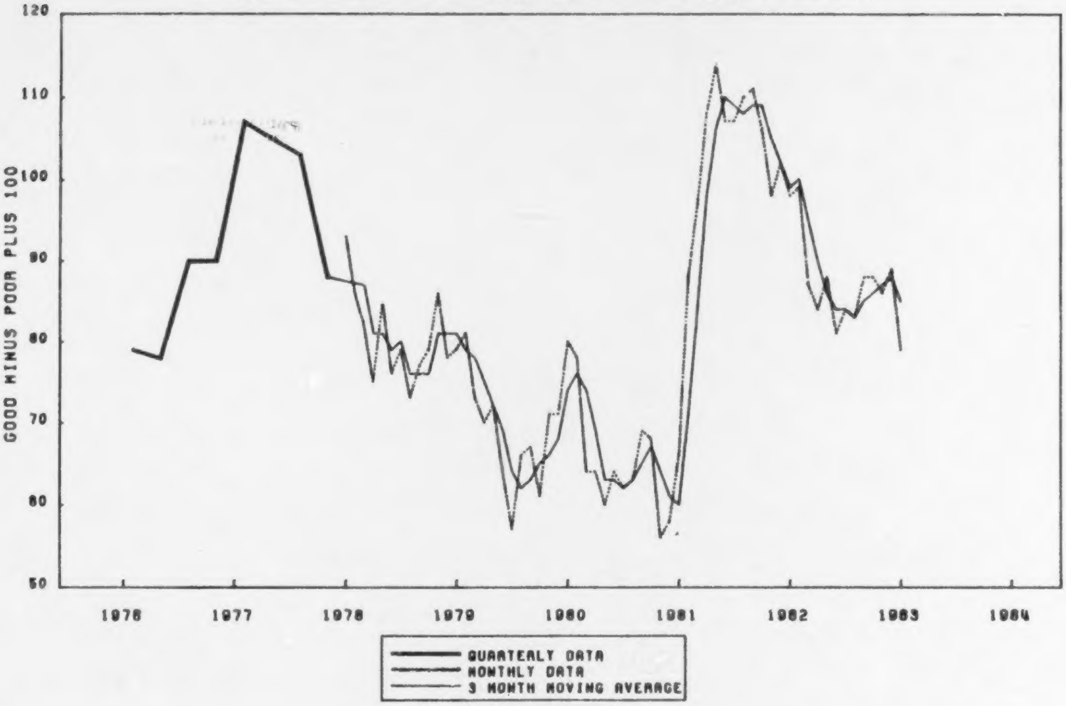

CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

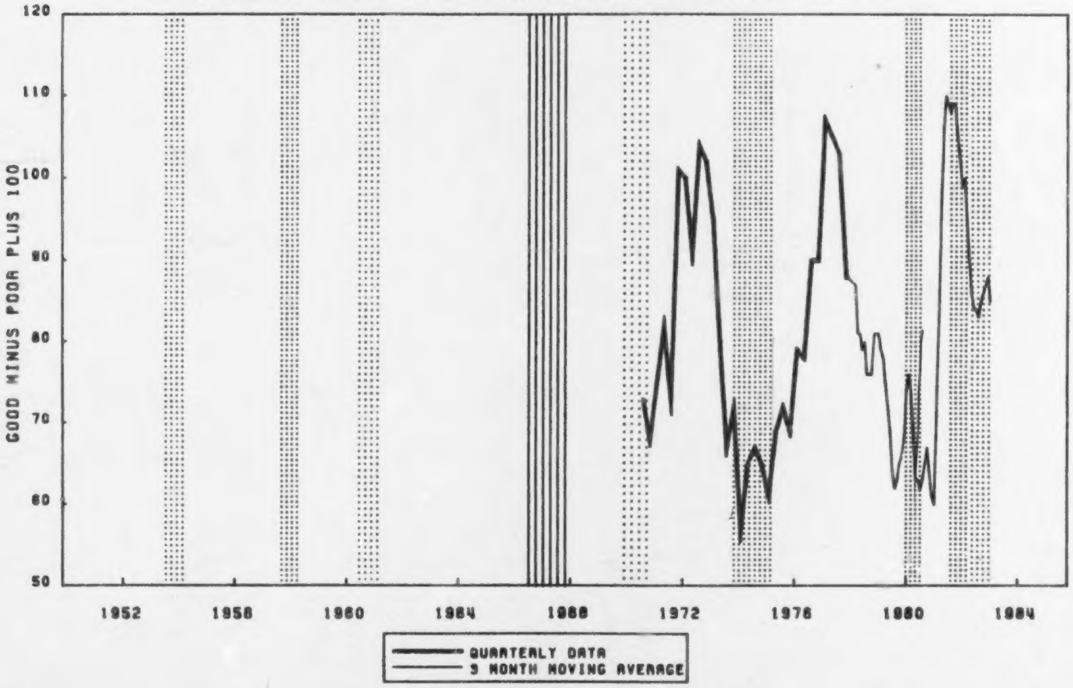

TABLE 25

OPINIONS ABOUT THE GOVERNMENT´S ECONOMIC POLICY

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
A GOOD JOB	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%	16%
ONLY FAIR	46	42	48	37	46	46	46	45	46	41	45	47	45
A POOR JOB	27	28	31	38	32	35	34	34	31	33	33	30	37
DK,NA	2	3	3	3	2	3	2	4	4	5	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

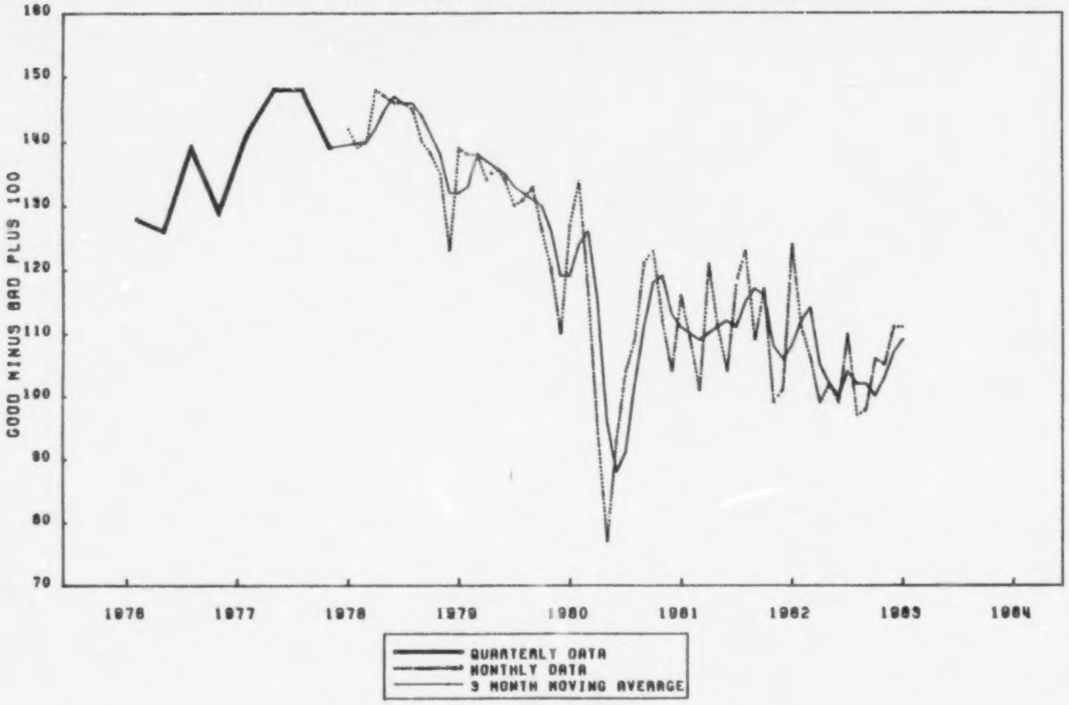

CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

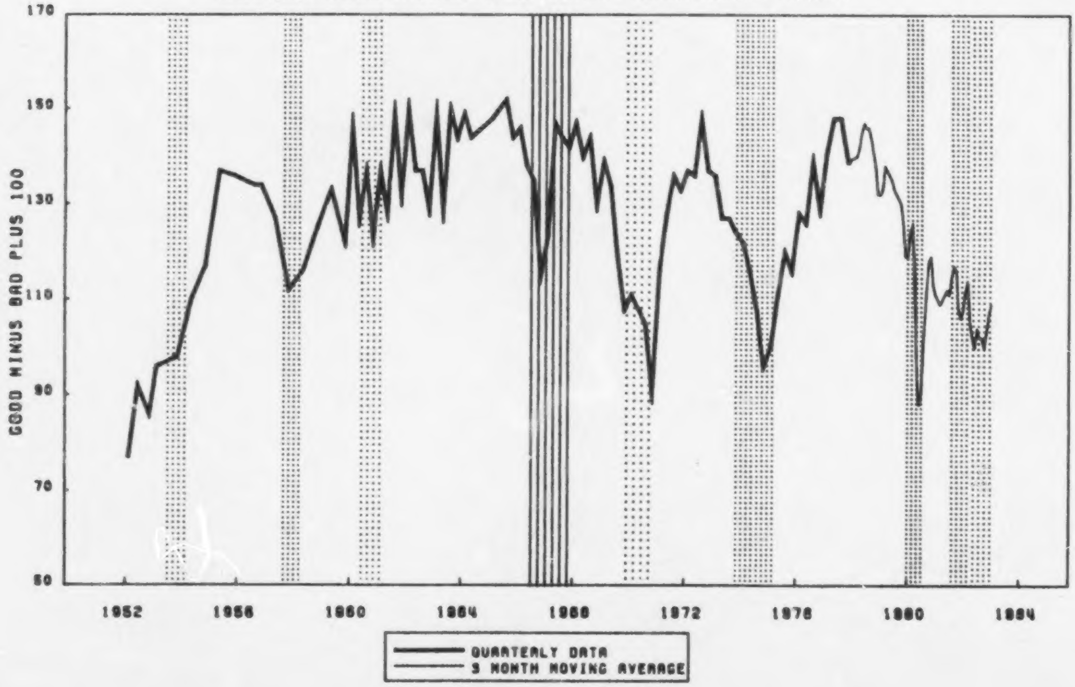

TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%	51%
UNCERTAIN, DEPENDS	10	15	10	17	12	13	14	15	14	14	11	11	9
BAD TIME TO BUY	33	37	42	42	43	44	38	44	44	40	42	39	40
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

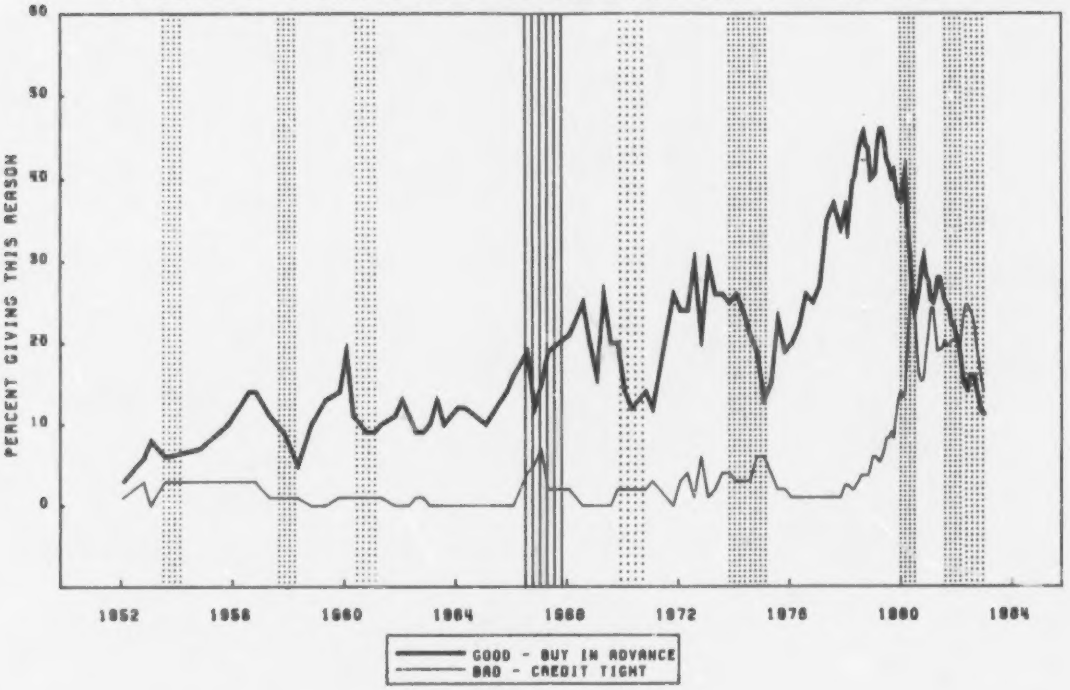

CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

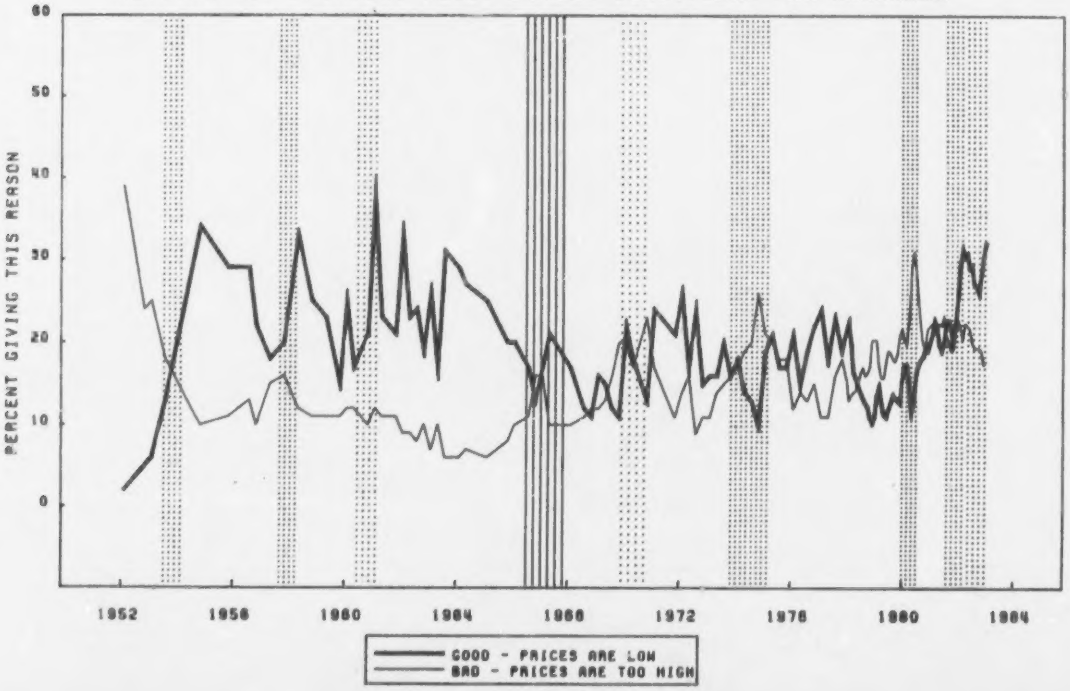

TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%	33%
Prices won´t come down; are going higher	22	18	15	14	15	14	19	15	14	14	11	10	13
Interest rates low; credit is easy	3	2	1	1	3	2	2	2	4	5	5	8	7
BAD TIME TO BUY:													
Prices are high	17	22	22	23	21	21	18	19	21	18	18	16	19
Interest rates are high; credit is tight	18	19	24	26	24	24	24	22	20	16	17	13	12
Lack of purchasing power	13	15	18	19	20	21	19	21	21	21	24	21	22

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

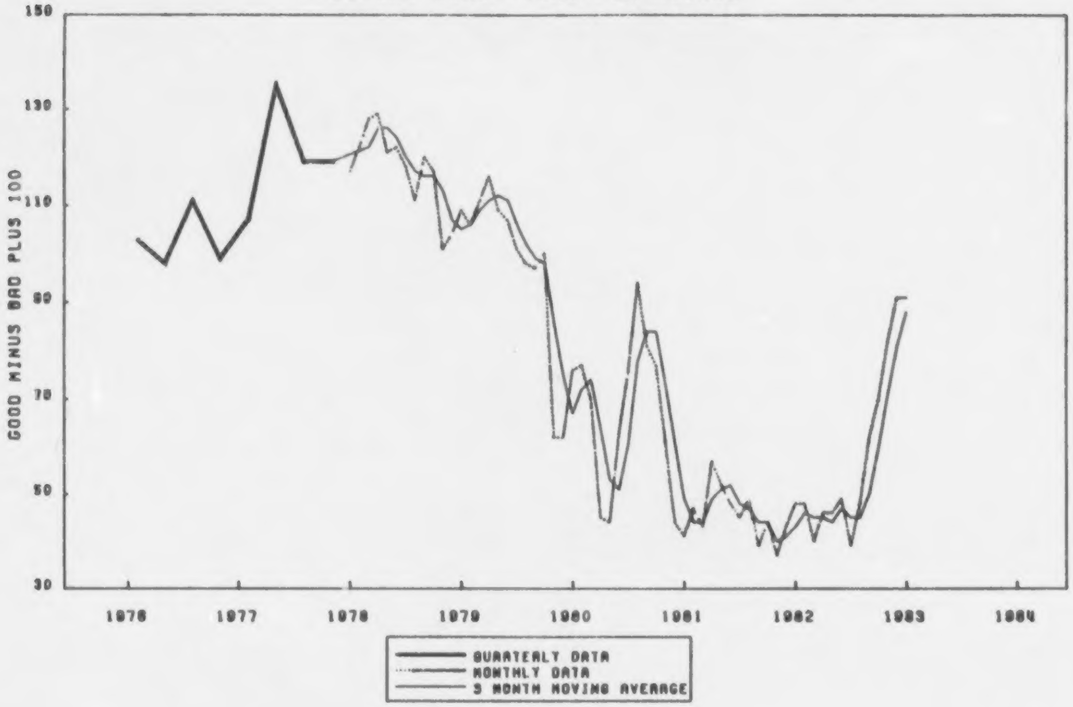

CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

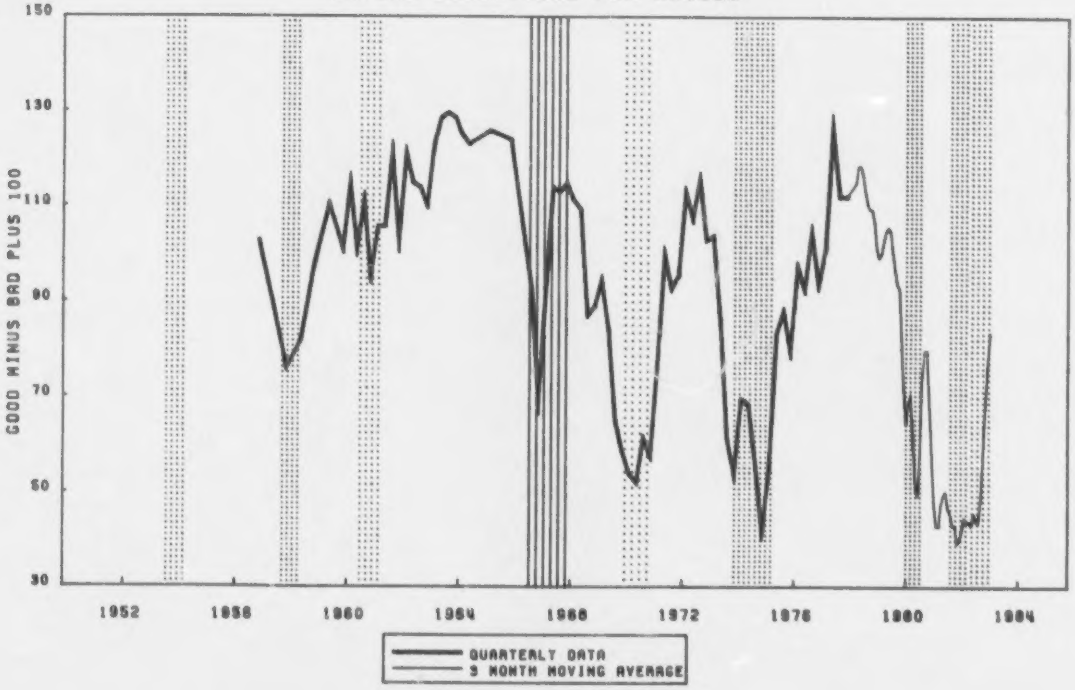

TABLE 28

BUYING CONDITIONS FOR HOUSES

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%	44%
UNCERTAIN, DEPENDS	6	6	6	6	8	7	9	8	6	6	6	3	3
BAD TIME TO BUY	73	73	77	74	73	72	76	72	66	62	56	53	53
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

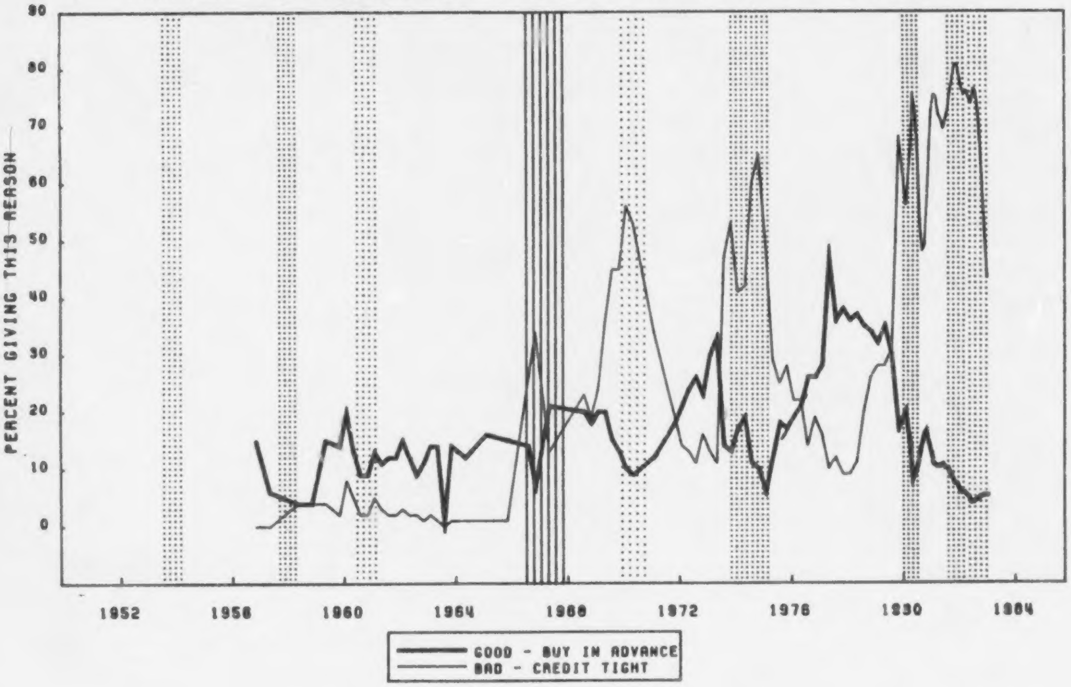

CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

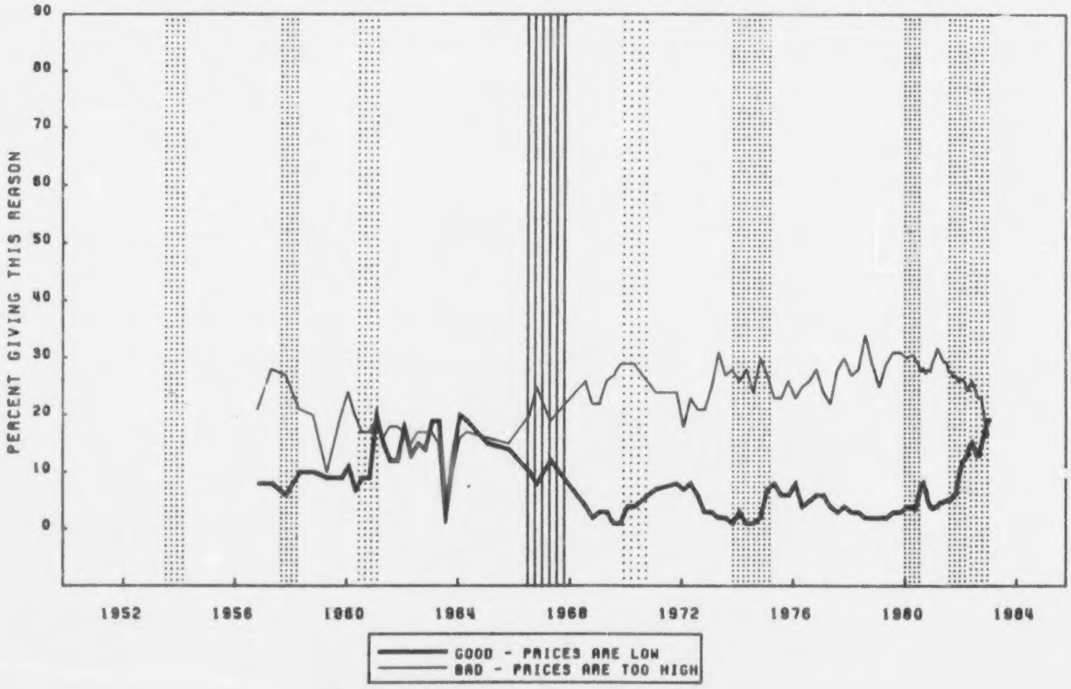

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%	21%
Prices won´t come down; are going higher	5	5	7	4	4	4	4	5	5	5	6	5	5
Interest rates low; credit is easy	8	7	4	6	6	7	4	7	20	23	30	35	37
Good investment	5	6	4	5	5	4	3	4	3	2	4	6	4
BAD TIME TO BUY:													
Prices are high	28	24	25	24	27	27	21	23	25	21	16	17	17
Interest rates are high; credit is tight	72	76	78	74	72	75	82	71	64	60	49	40	41
Lack of purchasing power	22	19	23	22	18	23	27	20	21	23	23	23	24

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

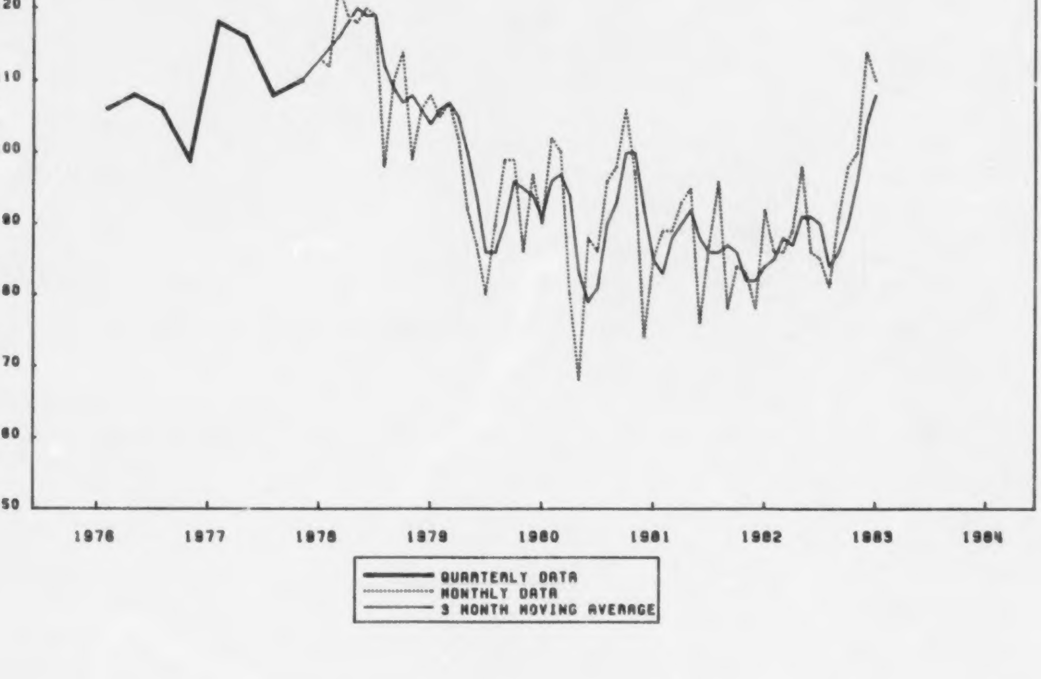

CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

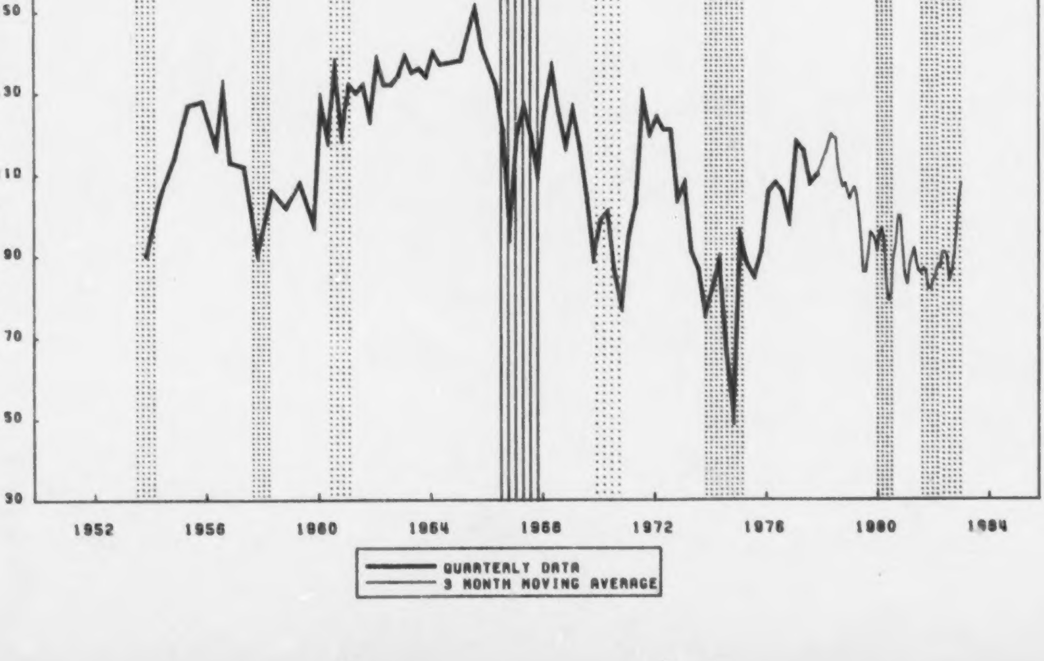

TABLE 30

BUYING CONDITIONS FOR CARS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%	51%
UNCERTAIN; DEPENDS	10	12	8	9	10	6	11	11	11	10	8	8	8
BAD TIME TO BUY	49	51	53	51	46	54	52	54	49	46	46	39	41
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

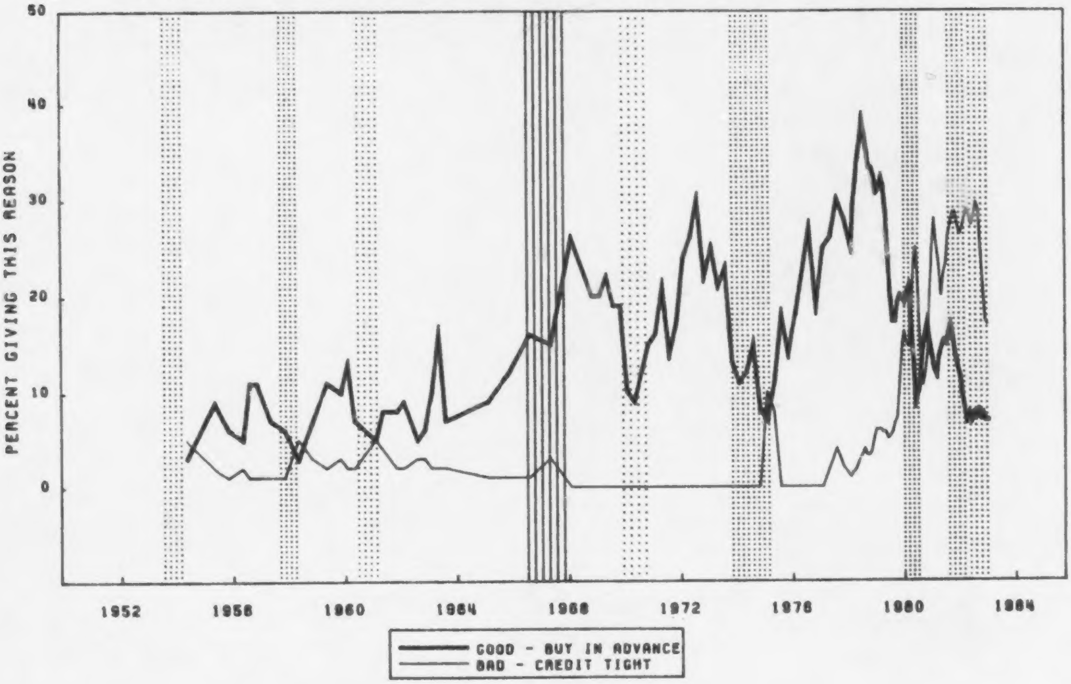

CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

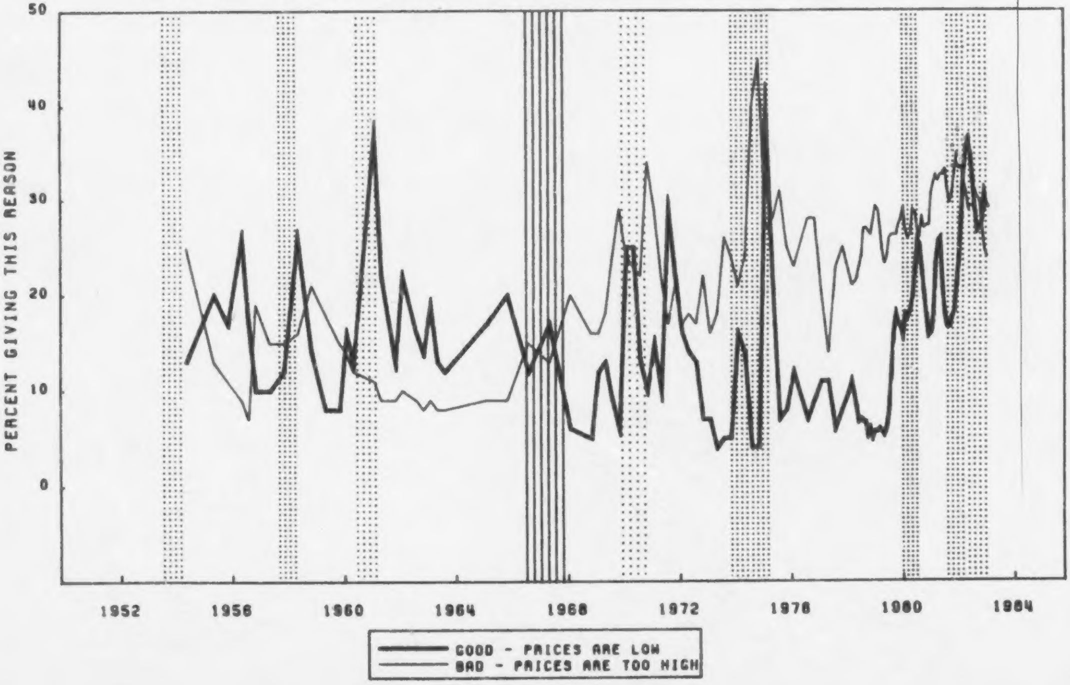

TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%	25%
Prices won´t come down; are going higher	11	6	8	7	8	6	9	7	8	7	8	6	7
Interest rates low; credit is easy	6	3	3	7	11	7	5	6	10	11	20	27	29
New fuel efficient models	2	2	1	2	1	1	1	2	1	1	1	1	2
BAD TIME TO BUY:													
Prices are high	31	33	32	28	27	33	28	32	31	26	25	23	24
Interest rates are high; credit is tight	26	28	30	29	26	27	32	30	25	19	19	14	18
Lack of purchasing power	13	12	16	13	11	11	13	12	14	14	15	13	12
Price of gas; shortages	2	2	1	1	1	2	2	1	1	*	1	1	1
Poor selection; quality	8	9	7	8	6	10	10	7	7	7	7	7	6

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

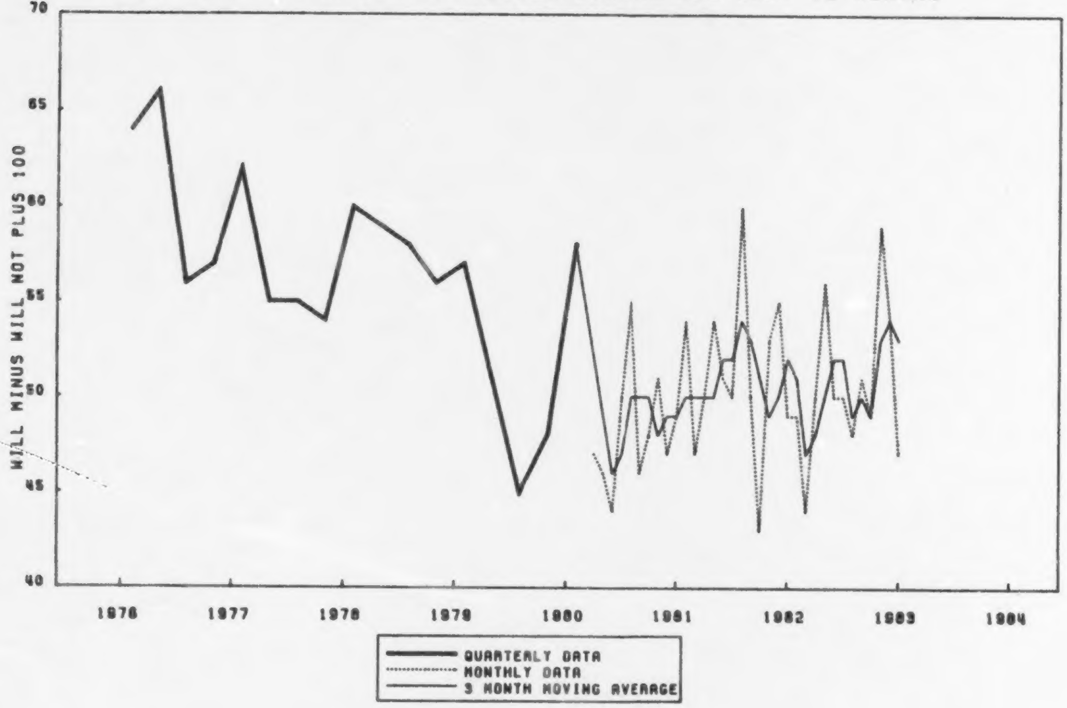

CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

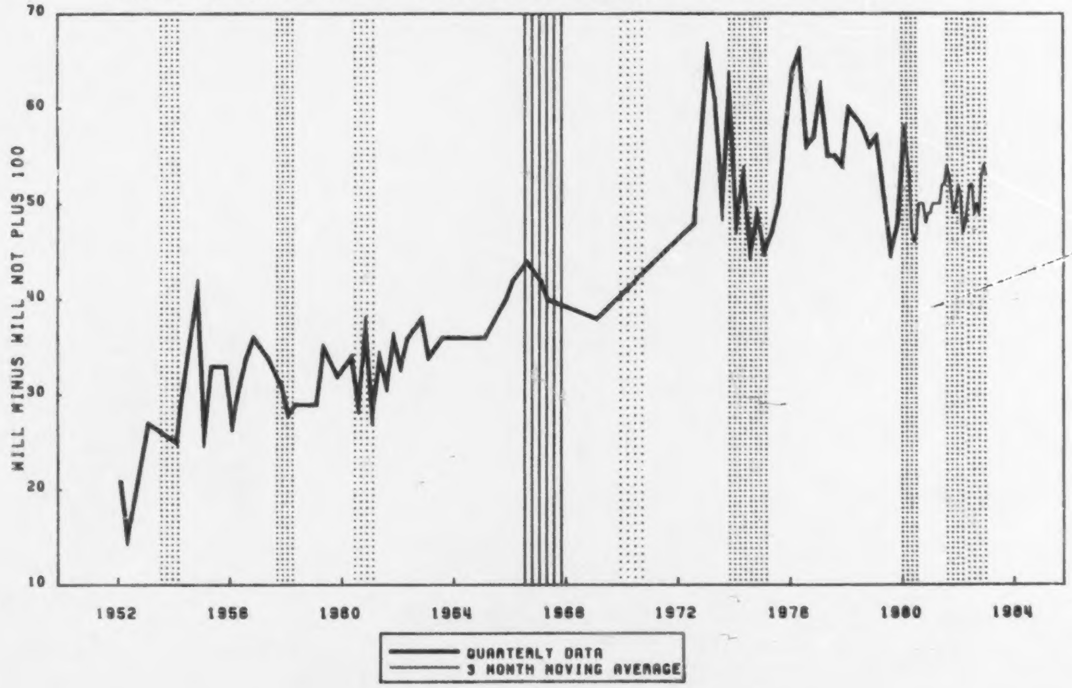

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROBABLY WILL BUY	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%	15%
CHANCES ARE EVEN	8	7	7	6	8	7	8	7	5	7	8	8	7
PROBABLY WILL NOT BUY	67	68	70	67	63	68	66	68	67	67	62	66	68
DK,NA	9	8	9	10	10	7	10	9	10	10	9	6	10
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%	22%
PURCHASE TYPE:													
Buy new	9	11	11	11	13	9	11	12	10	11	11	15	10
Buy used	13	11	9	11	11	13	11	9	12	11	15	10	10
Lease	1	1	*	1	1	2	1	1	*	1	2	2	1
DK,NA	1	1	1	*	2	1	1	1	1	*	1	1	1
PURCHASE TIMING:													
Next 3 months	5	3	1	4	4	2	6	4	2	4	4	2	3
Next 4-6 months	7	6	5	7	7	5	6	5	5	5	6	6	6
Next 7-9 months	6	7	5	6	7	6	3	3	4	5	8	6	4
10 months or more	3	5	6	2	3	7	4	4	7	5	7	7	4
DK,NA	3	3	4	4	6	5	5	7	5	4	4	7	5

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%	68%
PURCHASE TYPE:													
Would buy new	36	37	38	39	34	37	38	40	37	39	34	40	36
Would buy used	30	28	31	26	28	29	25	27	29	27	26	24	30
DK,NA	1	3	1	2	1	2	3	1	1	1	2	2	2
PURCHASE TIMING:													
Less than 2 years	7	5	10	5	5	6	4	5	5	5	7	7	8
2 years	23	22	22	21	20	25	20	22	23	23	22	22	23
3 years	12	11	11	12	11	13	13	12	11	11	8	10	10
4 years or more	19	22	21	22	19	16	21	18	20	19	18	17	21
Indefinite	3	1	1	1	2	3	2	4	3	3	2	4	2
DK,NA	3	7	5	6	6	5	6	7	5	6	5	6	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

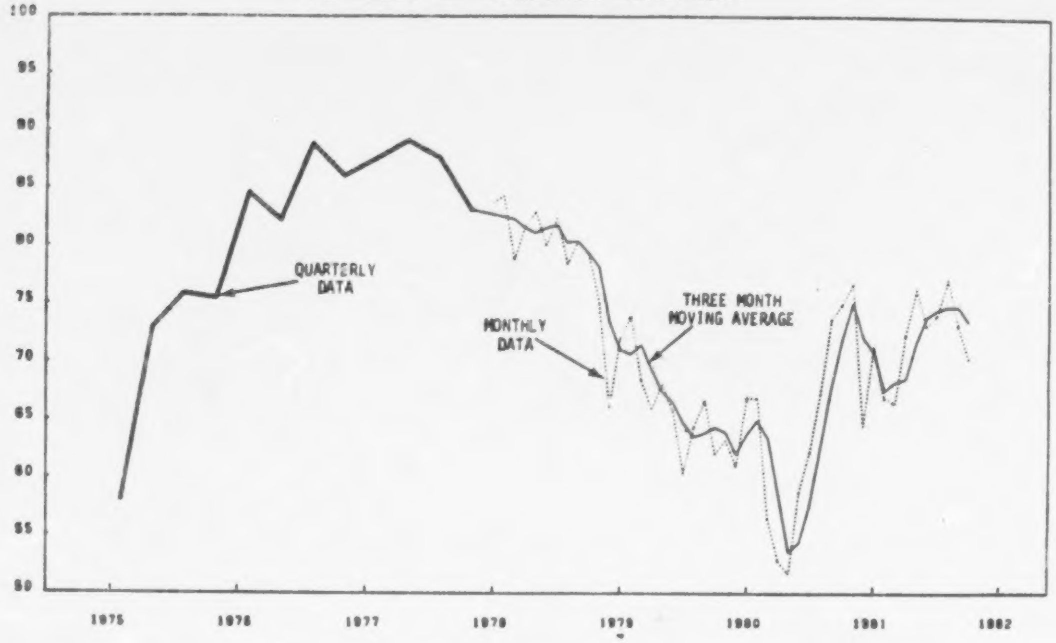

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

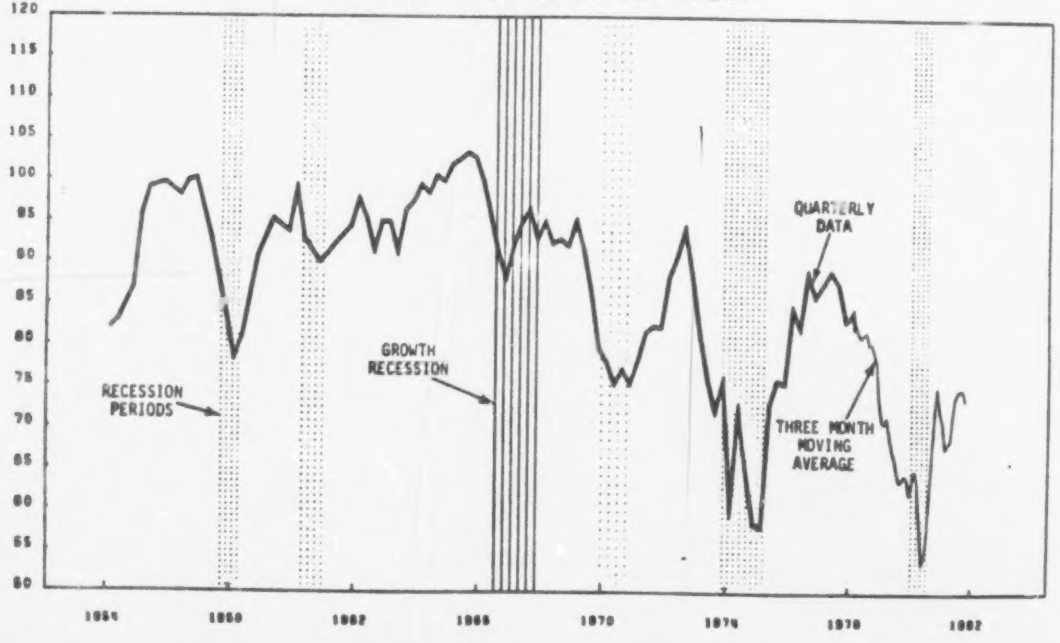

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1

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SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

February 11, 1983

JANUARY 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

SENTIMENT RISE WAVERS
AS INTEREST RATE DECLINES SLOW

** In the January 1983 survey, the Index of Consumer Sentiment was 70.4, just below the level recorded in December,1982 (71.9) and January 1982 (71.0). The small decline was due to less favorable long-term business expectations, while attitudes toward buying conditions remained unchanged at the improved year-end levels.

** Among families with incomes of $25,000 or more, the Index figure was 78.8 in the January 1983 survey, down from 80.5 in December, and just above the year-earlier figure of 77.8.

** Attitudes toward buying conditions remained unchanged at the start of 1983 at the improved levels recorded in late 1982. The loss of upward momentum can be traced to a slowing pace of interest rate declines. From July to December 1982, the proportion of families that mentioned high mortgage rates declined from 82 to 40 percent, but did not decline further in January 1983 (41 percent). A similar pattern was recorded with regard to automobile market conditions.

** Fewer consumers reported postponed purchases in the January 1983 survey (28 percent) than one month (31 percent) or three months earlier (35 percent). For the first time in more than a year, the median interest rate that would have been charged on the postponed purchase fell below 17%--to 15.5% in the January 1983 survey. The highest rate consumers would have been willing to pay also fell in the January survey (to 10.8% from 12.0% one year earlier). Overall the difference between rates charged and rates at which purchases would have been made narrowed from approximately 5 to 4 percentage points.

** Consumers expected an annual rate of inflation of 4.8% in the January 1983 survey, the lowest level since immediately following the 1974-75 recession, and almost one-third the peak level of 13.1% recorded in January 1980. Interest rate expectations were also more favorable in January 1983 than since early 1975. In the January survey just 18 percent of all consumers expected interest rates to increase during the year ahead, while 44 percent expected further interest rate declines in the year ahead.

** The January 1983 survey recorded less favorable long term business expectations, while the short-term outlook remained unchanged. Among all families, 57 percent expected bad times financially in the economy as a whole during the next five years in the January 1983 survey, up from 49 percent in December. Long term economic prospects have been lowered by persistent concerns with double-digit unemployment rates. Confidence in government economic policy to reduce unemployment as well as inflation sunk to its lowest level under the Reagan administration. More than twice as many families gave unfavorable rather than favorable policy ratings (37 versus 16 percent).

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Buying Attitudes Unchanged At Improved Levels

Attitudes toward buying conditions for houses were unchanged in the January 1983 survey from one month earlier--the first month in the last six that home buying attitudes have not improved. Favorable home buying attitudes were held by 44 percent of all families in both January 1983 and December 1982 surveys, up from just 15 percent in July 1982. Unfavorable attitudes toward market conditions for houses were held by 53 percent of all families in both the January 1983 and December 1982 surveys, down from 76 percent six months earlier. The loss of upward momentum can be traced to a slowing pace of interest rate declines. References to high mortgage rates fell rapidly during the last six months of 1982 (from 82 percent in July to 40 percent in December), but posted no further improvement in the January 1983 survey (41 percent). References to the availability of lower mortgage rates similarly rose rapidly during the last half of 1982 (from 4 to 35 percent), and stood at 37 percent in the January 1983 survey. These data indicate that consumers' buying attitudes remain highly sensitive to perceived trends in market interest rates. Importantly, consumer views of housing prices remain near record favorable levels. More families mentioned the appeal of lower housing prices rather than an aversion to higher prices in the January 1983 survey (21 percent versus 17 percent), the most favorable view of housing prices in more than two decades.

Attitudes toward buying conditions for cars remained largely unchanged in the January 1983 survey from the greatly improved levels recorded in late 1982. Among all families surveyed in January 1983, the proportion that held favorable car buying attitudes stood at 51 percent, following the rapid increase from 37 to 53 percent recorded during the last half of 1982. Again, the major reason behind the loss of upward momentum involved perceived trends in interest rates. References to high interest rates on car loans fell from 32 percent in July to 14 percent in December 1982, but subsequently rose to 18 percent in the January 1983 survey. At the same time, references to the availability of lower interest rates offered by car manufacturers rose from just 5 percent in July to 27 percent in December 1982, and stood at 29 percent in January 1983. Importantly, the proportion of families that mentioned the availability of lower car prices, discounts, or rebates, fell to 25 percent in January 1983 from 35 percent one month earlier. This may partially reflect the shift from car price to interest rate discount plans.

Purchase Postponement Moderates

Postponement of purchases due to high interest rates was reported by 28 percent of all families in the January 1983 survey, down from 31 percent one month earlier and 35 percent three months earlier (see Table A). The interest rate consumers reported they would have been charged on the postponed purchase fell to 15.5% in January 1983, down from 17.1% in December (Table B). This represents the first month in more than a year that the median interest rate consumers reported fell below the narrow range of 17.1-17.8%. The January 1983 survey also recorded declines in the interest rate consumers were willing to pay. Among all families, the median interest rate consumers would have been willing to pay fell to 10.8% in January 1983, down from 11.4% in December, and the lowest level recorded during the past year. On average, consumers recorded greater declines in the rate that would have been charged than in the rate that they would have been willing to pay, so that the difference narrowed to 4.2 percentage points in the January survey, down from 5.0 points in December.

Consumers remained reluctant to use their accumulated savings to make major purchases at the start of 1983. Among all families, 25 percent reported that they were willing to use savings to make purchases, unchanged from one year earlier (Table C). In contrast, an increased willingness to incur debt was recorded in January 1983 (18 percent) compared to one year earlier (12 percent). During the past year the proportion of families that were reluctant to incur new debt for major purchases fell to 77 from 87 percent.

Personal Finances: Optimistic Outlook Despite Current Weakness

Consumers' evaluations of their personal financial situation remained unchanged at the start of 1983 at the unfavorable levels recorded throughout 1982. In the January 1983 survey, financial setbacks were reported more frequently than improvements in family finances by a 38 to 29 percent margin. When asked to explain how their financial situation had changed, one-fifth of all families surveyed reported income declines, unchanged from the level recorded one month and one year earlier. Such persistent and widespread declines in family incomes have not been recorded in more than two decades.

In contrast to the dismal assessments of their current financial situation, families remained optimistic about prospects for improvement during the year ahead. Almost twice as many families expected their financial situation to improve rather than worsen in the January 1983 survey (34 versus 19 percent). Although personal financial expectations have been maintained at this favorable level throughout the past year, the basis for these favorable expectations has shifted toward lower inflation rates providing greater purchasing power. The January 1983 survey recorded smaller income increases expected by fewer families than one month or one year earlier. The proportion of all families that expected income increases of 10% or more fell to 20 percent in January 1983, down from 29 percent in both December and January 1982. The proportion that expected their family's nominal income to decline or remain unchanged rose to 45 percent in January 1983, up from 41 percent in December and 37 percent in January 1982. Consumers expected an annual rate of inflation of 4.8% in the January 1983 survey, down from 5.6% one year earlier, and the lowest level in the three years since the all-time peak rate of 13.1% was recorded in January 1980.

Persistent Unemployment Drains Confidence

When asked about recent economic developments, respondents mentioned spreading unemployment somewhat less frequently in the January 1983 survey (43 percent) than in December 1982 (49 percent), while news heard of people returning to work rose slightly from 7 to 12 percent during the past month. Although some moderation is expected, three-fourths of all families in the January 1983 survey expected double-digit unemployment rates to persist throughout 1983. Compared with a month earlier, fewer people expected further increases in the unemployment rate in the January 1983 survey (down to 30 from 37 percent), and more frequently expected unemployment to remain unchanged at its current level (from 40 to 45 percent). Relative concern with unemployment, as compared with inflation, remained at record high levels in the January 1983 survey. Nearly four times as many families thought that unemployment represented the more serious economic hardship facing the nation (74 versus 19 percent).

Although short-term business expectations remained largely unchanged in the January 1983 survey from the one month or one year earlier readings, long-term business expectations were less favorable. The proportion of families that expected bad times financially for the nation as a whole during the next five years rose to 57 percent in January 1983, from 49 percent in December 1982, while favorable expectations fell to 26 from 29 percent.

In the January 1983 survey, confidence in government economic policy fell to its lowest level under the Reagan administration. Among all families, unfavorable policy ratings were given by 37 percent in January, up from 30 percent in December 1982, while favorable ratings of government economic policy declined to 16 percent in January from 19 percent in December. The more than two-to-one unfavorable margin at the start of 1983 stands in sharp contrast to the nearly two-to-one favorable balance of opinion recorded in the Spring of 1981.

* * *

The January survey included 682 interviews completed between January 3 and January 31, 1983.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
Postponed Purchases:[a]	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%
Vehicles	11	15	12	10	12	12	12	13	14	15	13	15	12
House, home repairs	11	15	10	11	12	11	9	10	9	10	8	8	7
Household durables	8	8	10	10	8	7	9	11	9	8	12	9	8
Other	4	5	6	7	8	5	5	7	6	6	5	7	2
No postponed purchase	67	62	66	66	67	68	68	62	63	65	66	67	66
DK; NA	3	1	1	1	*	1	2	2	2	*	1	2	5
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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*Less than 0.5 percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

														January 1983		
Postpone Purchases	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Vehicles	House, Real Estate	Household Durables
All households	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	12%	7%	8%
Interest rate that would have been charged on postponed purchase																
Median	17.3%	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	15.5%	15.4%	15.6%	15.5%
Highest interest willing to pay to make purchases																
Median	11.8%	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	10.8%	10.5%	11.7%	10.2%
Difference between interest rate charged and willing to pay																
Median	4.6%	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.2%	4.2%	4.1%	4.3%

The questions asked were: June 1980: "The government has recently imposed some controls on the use of credit. Are you (and your family living there) putting off any kinds of purchases because of the new credit controls?" and "What purchases are being delayed?"

October 1981 to September 1982: "Have interest rates caused you to postpone making any purchases during the last months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

TABLE C

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS OR CREDIT FOR MAJOR PURCHASES

(Percentage distribution of families with savings or credit)

	a) Use of Savings								
	Feb. 1977	Feb. 1978	Feb. 1979	Feb. 1980	Jan. 1981	Feb. 1981	Jan. 1982	Feb. 1982	Jan. 1983
OK to use savings; not especially reluctant	37%	32%	32%	38%	28%	26%	25%	26%	25%
Pro-con	3	3	3	1	3	3	1	2	*
Not OK to use savings; especially reluctant	56	62	63	54	68	69	73	70	69
DK, NA	4	3	2	7	1	2	1	2	6
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%
Cases	1097	1135	1228	901	698	637	691	635	629

	b) Use of Credit								
	Feb. 1977	Feb. 1978	Feb. 1979	Feb. 1980	Jan. 1981	Feb. 1981	Jan. 1982	Feb. 1982	Jan. 1983
OK to use credit; not especially reluctant	22%	20%	16%	19%	13%	12%	12%	14%	18%
Pro-con	2	2	1	1	*	1	*	1	*
Not OK to use credit; especially reluctant	71	77	82	80	86	85	87	83	77
DK, NA	5	1	1	*	1	2	1	2	5
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%
Cases	1203	1135	1228	901	698	668	704	700	682

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*Less than 0.5 percent.

The questions were: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings, or is now a time when you would be especially reluctant to use some of your savings?" "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time when you would be especially reluctant to take on a new debt?"

CHART A

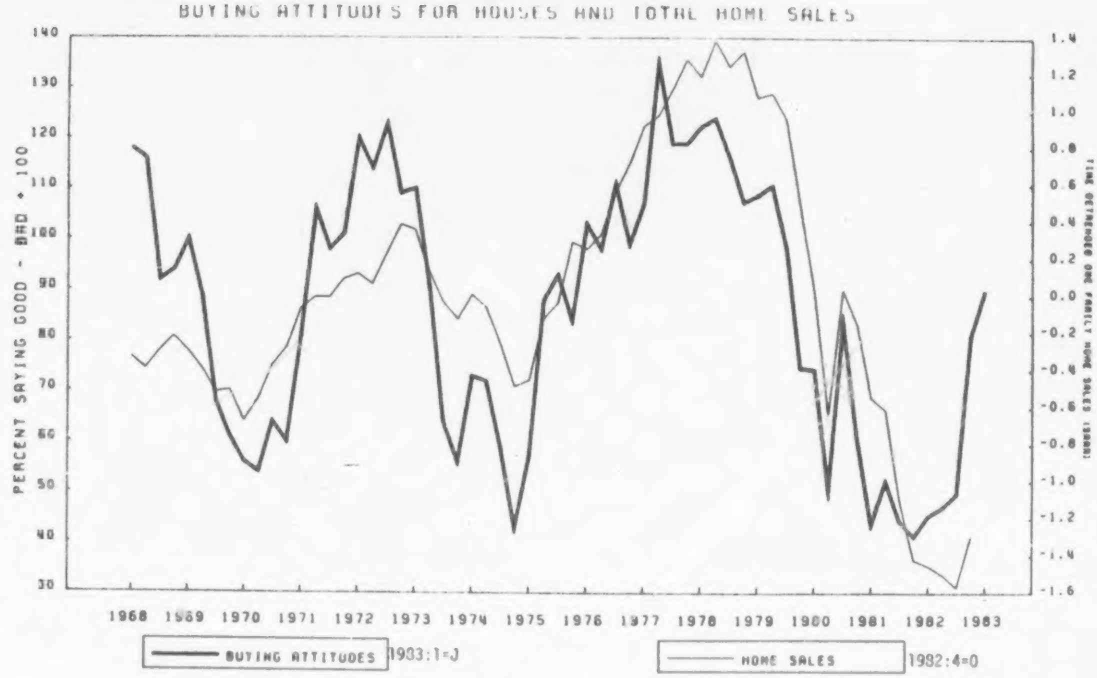

CHART B